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Automotive News®

October 8, 1990

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Model year blurred by launch timing

The 1991 Caprice Classic made its big splash last January at the North American International Auto Show in Detroit.

AUTOMOTIVE NEWS/JOE WILSSENS

By John K. Teahen Jr.
SENIOR EDITOR

The windows were covered with thick paper. The merchandise was shrouded, and you didn't dare try to peek beneath those covers. Stock that couldn't be lodged in the showroom was stashed in a locked garage with windows too dirty to see through.

And then the big night. Searchlights pierced the sky. Coffee, soft drinks and snacks were served. There was music. Salespersons donned their Sunday best — or maybe company blazers — and they stayed on the floor as long as any visitor wanted to talk about automobiles.

Sound like a big event? You better believe it! It was introduction day at almost every new-car dealership in the land.

Note the word "was." It ain't like that anymore. Now, the beginning of the new model year is pretty much like any other day in the retail auto business. Old-timers mourn the passing of the hoopla; younger folks will never know what they are missing.

The beginning of the model year has become pretty much a statistical event. It is a day of record: Oct. 1 is the day the automakers start tabulating their model-year sales. It's important only because model-year sales are important.

And industry practices have clouded the model year itself. What is a model year, anyway? Chevrolet's Caprice is in the midst of a 21-month 1991 model year. The division's Geo Metro convertible must settle for a 3½-month 1990 model year.

The Caprice went on sale last January — as a 1991 model. The Metro ragtop hit the showrooms June 12 — as a 1990 model. Clear as a bell, huh?

Want more? Dealer shipments of the 1990 Oldsmobile Cutlass Supreme convertible began the week of Aug. 13, 1990, giving it the dubious distinction of being the last of the 1990 entries. It was announced as a 1990 mid-year model in an Oldsmobile press release dated Sept. 7, 1989.

And Buick has already displayed what it calls a 1992 model, a Roadmaster sedan that goes on sale next spring.

Pre-selling also has lessened the impact of the autumn intro season. Used to be, no car was

see SPLASH, page 10

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Intro '91 Extra
Special section features new domestic and import products for the 1991 model year.

Automotive News®

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Air bags — warranties, maintenance raise questions

By Jack Keebler
AUTOMOTIVE NEWS STAFF REPORTER

The combination of customer clamor and legislation has accelerated air-bag installation plans. But there is a tangled web of industry-wide misconceptions about air-bag warranty coverage, component costs, maintenance schedules and unresolved legal issues.

That web may ensnare carmakers, dealers and customers.

All air bags are not the same. Warranties range from two to six years; required maintenance inspection intervals range from two to four years; and the replacement cost of a single air bag ranges from $400 to $2,600.

Those disparities may soon become as important to consumers as the warranty on powertrain failure and body corrosion, or as important as the air bag itself.

The significance will become more apparent as air-bag warranties begin expiring on several makers' car lines and owners must pay for maintenance.

And unlike other systems, the most sophisticated inflatable restraint systems can tattle on owners who neglect maintenance.

An air-bag system that is not properly maintained might not work properly — or might not work at all, say air-bag suppliers and carmaker safety experts.

"If the air-bag service light is blinking on, you should not assume the air bag will go off in the event of an accident," said Claude E. Gianino, a spokesman for air-bag supplier TRW Inc. "In fact, you really should assume the opposite."

An important new wrinkle in the vehicle-maintenance area is the ability of some air-

see AIR BAGS, page 43

BRYN WILLIAMS

Mercedes-Benz muscle car

The Mercedes-Benz 500E, powered by a 32-valve V-8 developing 326 horsepower, made its world debut at the Paris Auto Show last week. See Paris story on Page 2.

Saturn dealers cheer for low-price strategy

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

NASHVILLE, Tenn. — A banquet room full of new Saturn dealers burst into cheers last week upon learning the price of General Motors' newest car.

Declaring this "the moment of truth for Saturn," GM President Lloyd Reuss told dealers that Saturn sticker prices will start "not at $10,000, not at $9,000, not at $8,000, but at $7,995" when it goes on sale on Oct. 25.

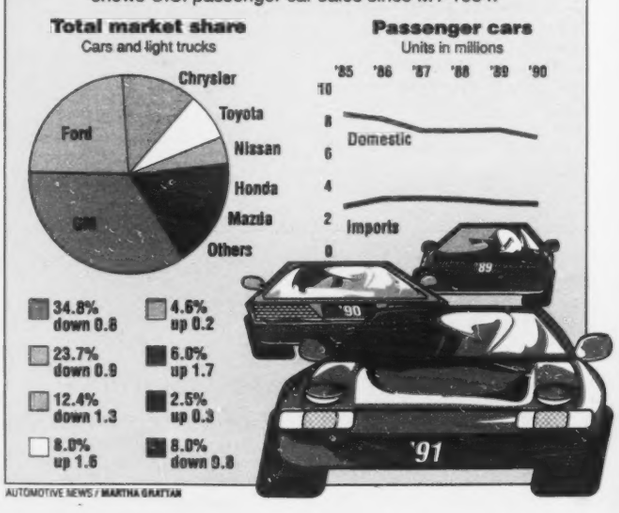
Reuss' dealer meeting audience of about 350 rose with cheering and applause that lasted a full minute. Some patted each other on the back and embraced.

"GM really did good on this one," said an elated Lewis King, franchisee for the Fort Lauderdale, Fla., area. "They've made a lot of dealers

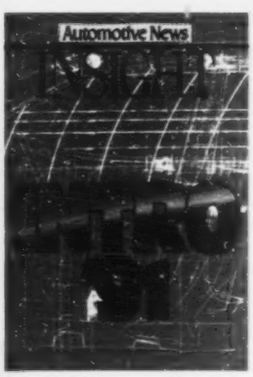
see SATURN, page 44

Model year at a glance

Pie chart shows share of U.S. car and light-truck market, and change in percentage points from MY 1989. Fever chart shows U.S. passenger car sales since MY 1984.



AUTOMOTIVE NEWS / MARTHA GRATTAN



Rounding up '91

Power and technical sophistication characterize the best of the new model year. Product specifications and features appear in *Insight*, which follows Page 24.

New York dealers raided in drug money crackdown

By Liz Pinto
AUTOMOTIVE NEWS STAFF REPORTER

Federal agents raided five New York City-area car dealerships last week for allegedly accepting drug profits in cash for the purchase of luxury cars and failing to make required tax reports of the transactions.

More than 200 agents from four federal agencies staged the raids in which 12 dealership employees and three insurance agents were arrested, and 31 cars and seven dealership bank accounts were seized.

Those arrested were charged in federal court in Manhattan with money laundering and cash reporting violations as part of a continuing investigation code-named "Operation Drug Wheels."

Among those arrested were two dealership sales managers and the son of a new car dealer.

The five dealerships raided were: Gidron Ford of Mt. Kisco; Mercedes-Benz Manhattan; Manhattan Nissan; Bronx Auto Mall Inc., doing business as Bronx Acura; and 11th Avenue Motors Inc., doing business as Manhattan Mazda and City Mazda.

"These arrests can be considered notice to other automobile dealers that these laws will be vigorously enforced," said Mary Lee Warren, chief of narcotics in the U.S. Attorney's Office in New York.

The criminal complaints alleged that dealer employees and insurance agency employees aided narcotics dealers by knowingly accepting drug profits in cash for the purchase of automobiles, cash reporting violations and mail fraud.

see RAID, page 43

Toyota No. 3 in car sales, tops Chrysler in model year

By Kathy Jackson
AUTOMOTIVE NEWS STAFF REPORTER

American Honda Motor Co. Inc. and Toyota Motor Sales U.S.A. Inc. were the clear winners in the 1990 model year as both companies made solid gains in vehicle sales while their Big 3 rivals continued to slide.

In the car sales arena, Toyota — including its Lexus Division — delivered 911,736 units, 56,188 more than Chrysler Corp. did for the model year.

Combining car and truck sales, Toyota also moved closer to Chrysler as the No. 3 vehicle seller in the United States. Chrysler, which led Toyota by 1.1 million car and truck sales in the 1989 model year, closed out the 1990 model year only 616,630 car and truck sales ahead of Toyota.

Honda, including Acura, trailed Chrysler in car sales by 5,999 units. With 416,000 sales, the Honda Accord was the best-selling car in

see SALES, page 47

NEWSPAPER

INSIDE:

Chrysler juggles prices

Another shot rang out last week in the four-door sport-utility showdown as Chrysler Corp. cut Jeep Cherokee prices again. Story on Page 6.

Protectionism flares up at Paris

Peugeot's Calvet leads barrage against EC on Japan quotas

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

PARIS — Most factory representatives and visitors at the Paris Auto Show last week expected the European Commission to come under fire for its attempts to deal Japanese automakers a bigger slice of the European market after 1992.

But even forewarned, the intensity of the barrage jolted just about everyone.

Led by Jacques Calvet, the mercurial chairman of France's Peugeot Group, auto executives from several countries called for keeping Japanese carmakers at bay for up to 10 years after Europe dismantles most of its internal trade barriers on Jan. 1, 1993.

At the same time, many insisted on "full equal access" to the Japanese market as a condition for lowering European barriers.

Amid all the euphoria and good will over the run-up to EC92, such hard-edged protectionist talk has been scarce in Europe in recent years. Indeed, European industrial and political leaders have gone out of their way to stress that post-92 Europe will be no "fortress," that it will be open to everyone.

But "open access" sounds one way in a rising market, and quite another in a down one. Industry executives, already skittish over flattening sales, have been quick to grasp the French argument that the commission is proposing to give Japan all of the expected growth in the European market until the turn of the century.

European executives here noted that the Japanese took 20 percent of the German market — Europe's largest — in August, up five points from their traditional share.

The commission, the European Community's executive arm, is believed to be close to a deal that would allow the Japanese 14.5 percent to 18 percent of the 12-nation Common Market by 1997 or 1998, up from an EC-wide average of about 10 percent now.

Calvet, who has emerged as the spear carrier for French policy and protectionist thinking on the crucial trade issue, used his show forum to heap scorn on Japanese trading practices and to lash Britain for acting as what he called Japan's "aircraft carrier" in Europe.

Calvet, pointing out that Japanese producers captured 32 percent of the U.S. market in August, demanded that the talks on Japanese restraints be suspended until the commission has adopted a new, rock-hard protectionist line.

Calvet set forth a five-point plan that would strictly limit Japanese cars in Europe for a decade. He said the principles should be adopted unanimously "before contacts are resumed with the Japanese."

Calvet's "non-negotiable" demands would prohibit new Japanese transplants in Europe and set lower production targets for transplants now operating or planned.

Current Japanese quotas should be frozen for at least 10 years after Jan. 1, 1993, and kept in force if the Japanese do not demonstrate "a clear willingness for reciprocity," he said.

Market share for Japanese automakers is now limited to 1.5 percent in Italy, 3 percent in France and 1.2 percent in Spain.

Calvet launched an especially barbed attack on Britain, which has aggressively courted and won every major Japanese transplant project in Europe. Nissan, the first, began producing at its Sunderland plant in 1986, and Toyota and Honda are building plants in Britain.

"If Great Britain doesn't want the EC, then they shouldn't stay in it," Calvet said. "Great Britain can no longer have a purely national view of its interests."

Referring to Britain as Japan's "aircraft carrier just off the coast off Europe, or even Japan's fifth major island," Calvet heaped scorn on Nissan and British claims that Nissan's U.K.-built Primera sedan has 80 percent local content — thereby qualifying as a European,

see PARIS, page 44

BRYN WILLIAMS

Volkswagen's redesigned Vanagon is due in the United States in '92.

Fiat, French group engineer equity swap

FRANKFURT — Italy's Fiat Group, parent of the automaker, said last week that it had agreed to swap equity with France's Compagnie Generale d'Electricite (CGE) and cooperate in telecommunications and automotive components.

Under terms of the accord, Fiat will acquire 6 percent of CGE's stock. In turn, CGE will acquire about 3 percent of Fiat, which will receive a net cash payment of about $435 million.

The activities of CGE's Alcatel SA, a European market leader in telecommunications systems, and Telettra, Fiat's telecommunications unit, will be merged.

Fiat also will acquire 50.1 percent of CGE's Compagnie Europeene d'Accumulateurs, which makes generators and lead batteries mainly for the automotive sector. Fiat is active in the business through its Magnetti Marelli unit.

Announcement of the CGE deal disappointed some auto industry analysts, who said a possible accord between Chrysler Corp. and Fiat Auto now seemed remote.

"This probably means that the big deal on the car side is farther off," said John Lawson of Nomura Securities in London. "This has the effect of extending their areas of interest."

— Richard Johnson

Build schedules reflect optimism

By Karen Detkowski
AUTOMOTIVE NEWS STATISTICIAN

Domestic automakers have started the fourth quarter with a hefty production schedule of 1.7 million cars — 7.81 percent more than built in the fourth quarter of 1989.

Fourth quarter schedules are flexible and could be adjusted if October sales lag expectations, in order to avoid a year-end stockpile of cars.

In the fourth quarter last year the industry did not cut back on schedules and inventory levels rose to a 92-day supply by year-end.

Jean Claude Gruet of UBS Securities said the strong forecast is primarily a result of manufacturers "betting on sales not being as bad" as last year's fourth quarter results.

"GM is the most aggressive in its schedule and may have to cut production to balance inventory levels at year-end," Gruet said.

The analyst said, "Ford has great sales expectations and will go along with its schedule, depending on market share. Chrysler remains up in the air, reduced pricing may help, but output is still at risk of being cut."

FOURTH QUARTER U.S. CAR PRODUCTION FORECAST

1990 forecast vs. 1989 actual

	1990	1989
GM	771,000	699,079
Ford	399,000	381,001
Chrysler	218,000	209,535
Diamond-Star	46,900	36,446
Honda	104,519	82,751
Mazda	41,000*	51,941
Nissan	33,682	26,188
NUMMI	45,000	41,477
Saturn	1,800*	0
Subaru-Isuzu	14,536	5,361
Toyota	40,000*	47,703
TOTAL	**1,715,437**	**1,581,482**

*Estimate

Pinto named editor of Market Data Book

Liz Pinto has joined *Automotive News* as a staff reporter and Market Data Book editor. She is based in Detroit and will have responsibility for editorial planning and execution of the annual Market Data Book edition, which is published each May.

Pinto

Pinto, 37, joins *Automotive News* from ITT Automotive of Auburn Hills, Mich., where she was a marketing administrator. She has 13 years experience in auto-related businesses, and as a reporter has contributed to several Detroit-area newspapers.

Pinto is a Detroit native and has a bachelor's degree in journalism from Oakland University in Rochester Hills, Mich.

GASSING UP

Development of alternate-fuel trucks gains speed; Chevrolet plans new option

By Joseph Bohn
TRUCK EDITOR

Chevrolet plans to offer alternate-fuel engines as regular production options in a variety of light trucks by the mid 1990s.

The program will significantly expand on GMC Truck Division's plan to build 1,000 natural gas-powered trucks in 1991, and represents the industry's most aggressive push into alternate fuels yet.

Utilities power drive to gas, Page 16

Ford Motor Co. currently has no specific plans to produce natural gas-powered trucks, according to a spokeswoman.

Ford did test 27 Ranger pickups operated on natural gas-powered engines, and is evaluating the results.

Jeff Seisler, executive director of the Natural Gas Vehicle Coalition in Arlington, Va., said his group has met and is working with Ford and Chrysler Corp. as well as General Motors regarding natural gas vehicle programs, but "is not at liberty to diclose the nature of the discussions."

Some other commercial vehicle manufacturers — such as the Flexible Bus Co. in Columbus, Ohio, Ontario Bus Industries in Toronto and Tecogen Inc. of Waltham, Mass. — also have begun producing natural gas powered for sale in the United States and Canada.

Tecogen, working with GM, modified a GM 427-cubic-inch V-8 to run on natural gas, and has a $700,000 order to convert 10 California school buses to compressed natural gas.

Over 220 natural gas buses have been produced through the Urban

see GAS, page 16

Pacific Gas & Electric plans to have 40 natural gas fueling stations, which use conventional-looking pumps, in California by the end of 1992.

Corrections

- A chart in the Oct. 1 issue listed corporate average fuel economy figures for the 1990 model year, not for 1991, as the headline indicated.
- Stories in the Sept. 24 issue incorrectly stated that Saturn is the first U.S. plant to use a water-based paint system. Several other plants in Canada and the United States use the method.
- A story in the Sept. 24 issue about a suit over an allegedly defective Mexican Jeep mistakenly said a federal appellate court had ordered a lower court to choose the proper venue. The lower court was actually told to determine whether Florida or Michigan law had a more "significant relationship" to the plaintiff's case and then to apply that law at trial in Florida.

Japan makers on spending spree

Industry commits $10 billion to new plants, technology upgrades

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — Japanese automakers are pushing up capital investment by almost 30 percent this fiscal year, adding new systems and technology that could widen Japan's productivity edge over American and European carmakers.

They are building new plants and increasing automation despite higher interest rates, the loss of easy access to money on the Tokyo stock market and all the uncertainties of the Persian Gulf crisis. The investment plans outlined here are for the fiscal year that ends next March 31.

Analyst Steve Usher of Kleinwort Benson says the Japanese companies already have "the newest and most efficient plants in the world. Now, they have decided to turn up the heat, and they have the cash flow to afford it." The Japanese makers can extend the lead they already have, he said.

But Japanese executives describe their efforts in rather self-effacing terms. They insist they are simply responding to the labor shortage and the increasing demands of the domestic market for more diversity and that the result is not necessarily any great stride in productivity.

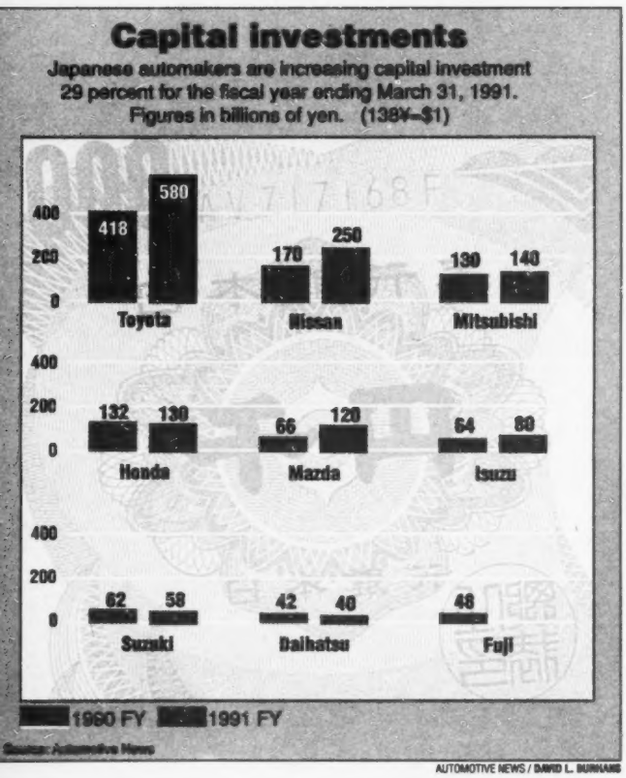
Atsushi Muramatsu, Nissan Motor Co. Ltd. executive vice president, says the company could reduce work hours 15 to 20 percent through greater efficiency and increased automation. That is one of Nissan's goals in earmarking 250 billion yen ($1.8 billion) for capital investment this fiscal year. But that does not necessarily mean a 15 to 20 percent reduction in costs, Muramatsu says, if the company must increase capital investment to save labor and the tight money situation continues.

Higher interest rates, higher gas prices and continuing chaos in the stock market, Muramatsu said, would reduce the possibility of a major gain in profit and minimize gains in productivity.

Analyst Neal Doying of Baring Securities agrees that the Japanese companies are pushing capital investment now because "they have to" to meet market needs.

Still, the results should be impressive. It may become more difficult for Americans and Europeans to reduce the productivity gap, Doying said, citing a Massachusetts Institute of Technology study that said it takes 16.8 man-hours to produce a car in Japan, compared with 25.1 man-hours in the United

see INVEST, page 34



AUTOMOTIVE NEWS / DAVID L. BURNIAS

Mazda delays debentures sale

TOKYO — Citing higher interest rates and lower prices on the Tokyo stock exchange, Mazda Motor Corp. has temporarily shelved a plan to issue 100 billion yen ($735 million) in convertible debentures to fund capital spending.

Mazda announced the bond issue Sept. 20 and withdrew it eight days later after Mazda's share price had fallen 12 percent, to 612 yen. Mazda shares closed Thursday at 627 yen, down from 670 on Wednesday.

Mazda will fund the first part of its 120 billion yen ($869 million) capital spending plan out of cash flow and return to the market when conditions warrant.

— Mary Ann Maskery

Supercharged V-6 slated for Pontiac, Oldsmobile sedans

By Phil Frame
AUTOMOTIVE NEWS STAFF REPORTER

Upscale customers will be able to get traditional Pontiac and Oldsmobile power in 1992 with a new supercharged V-6 engine, without having to sacrifice much fuel economy.

The supercharged General Motors 3800 V-6 that is due to debut in the Buick Park Avenue Ultra late in the 1991 model year will be standard in 1992 on the Oldsmobile 98 Touring Sedan and Pontiac Bonneville SSE, GM engineering sources said.

The Ultra also may get the supercharged version of the 3.8-liter powerplant as standard equipment in 1992. The decision on making the supercharger standard or optional in 1992 will depend on buyer reception to the limited-availability engine in 1991, sources said.

The 200 horsepower of the souped-up 3800 is just the ticket for the Touring Sedan and SSE, which are geared to a more performance-oriented audience, divisional sources said.

Neither Pontiac nor Oldsmobile would confirm the report. Making the high-powered 3800 standard on the three models would yield a volume of about 22,000 superchargers for Eaton Corp., based on 1990 sales figures.

Several hundred 1991 Ultras will get the 3800 engine with the Eaton supercharger, Buick spokesman Larry Gustin has said.

Normally aspirated versions of the 3800 V-6 develop 170 hp and 220 pounds-feet of torque at 3,200 rpm. Fuel economy is rated at 18 mph in city driving and 27 mph on the highway.

The supercharged version of the V-6 develops 30 more horsepower and 260 pounds-feet of torque at 3,200 rpm. Although the engine has not received official EPA gas mileage ratings, engineering sources familiar with preliminary tests said the supercharger may take only 1 mpg from the current fuel economy figures.

Tonkin drops lawsuit over fleet subsidies

By Kristine Stiven Breese
AUTOMOTIVE NEWS STAFF REPORTER

LOS ANGELES — Former National Automobile Dealer Association President Ron Tonkin last week dropped his suit on fleet subsidies against the nation's four top-selling manufacturers and leading car rental companies.

After reviewing the 1991 fleet programs for defendants Chrysler Corp., Ford Motor Co., General Motors and Toyota Motor Sales USA Inc., Tonkin and his attorneys agreed that progress on the crucial buyback issue has been significant enough to drop the suit. Tonkin, an Oregon megadealer, had claimed the practice violated the state's anti-price discrimination laws.

According to Tonkin, all four manufacturers plan to buy back all rental fleet vehicles sold to Avis Rent A Car System, Budget Rent-A-Car, Hertz Corp. and National Car Rental System Inc. and to make those cars available to dealers.

Tonkin's suit alleged the manufacturers gave rental companies an unfair subsidy by selling cars at cut rates and by allowing them to sell late-model, low-mileage used cars at prices that undercut dealers. Now, all those cars will be sold directly to dealers.

Tonkin says he can't take all the credit for the new posture being adopted by the auto companies. But he said his lawsuit and the wide support he received from dealers around the country brought attention to the issue.

"The lawsuit was narrowly constructed to address just the rental car part of the fleet business, and that's where they made changes," Tonkin said. "The suit was not wholly responsible. But let's face it, the suit brought visibility to the issue and received amazing support from dealers across the country."

Former NADA President Ron Tonkin credits dealer pressure for prompting a change in buyback policies.

Earlier this year, Tonkin sent a letter to dealers around the country asking for their support and donations to help offset the $1 million in legal fees he assumed he would have if the case reached court. He collected more than $60,000 from individual dealers and dealer associations.

In addition, in August Tonkin asked the NADA executive committee for financial assistance. He say he still hopes to get some money from NADA to offset the $100,000 to $150,000 he's already spent on attorneys. Tonkin adds that he'll return "80 to 100 percent of the money donated by dealers."

Tonkin says the show of support from dealers was the most instrumental thing that pushed the car companies to change their stance.

Target: plant emissions

Air bill zeros in on auto paint shop toxics

By Diana T. Kuryiko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Auto assembly plants are no longer smokebelchers, the industry says proudly.

But they're not clean enough, retort the authors of the new clean air bill.

Congressional negotiators may be bickering loudly, but passage of the nation's first new clean air bill since 1977 appears imminent. House and Senate conferees working on the measure say they're determined to agree on a new clean air bill by month's end.

If Congress and President Bush approve the bill in the waning months of the current legislative session, the provisions would take full effect within one to 10 years. The bill's impact on vehicle emissions has been widely discussed. But three sections of the new bill — covering permits, air toxics and nonattainment — would impose new requirements on the manufacturing end of the automobile industry. The most significant controls would apply to assembly plant paint shops — the only significant ozone pollution source in the manufacturing process.

More than 190 industrial emissions would be reclassified as air toxics, including several solvents used in paint shops.

- Auto plants would need new state operating permits just to stay in business. The permits would specify what pollutants the plant emits and how the company plans to control them.
- More than 190 industrial emissions would be reclassified as air toxics, including several solvents used in paint shops. Several states already control some of these pol-

see POLLUTE, page 18

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1991 EPA mileage specifications

Car Line	Est MPG City	Est MPG Hwy	Displ (liters)	Trans
Two Seaters				
Acura NSX	18	24	3.0	L4
Acura NSX	18	24	3.0	M5
Alfa Romeo Spider	22	25	2.0	A3
Alfa Romeo Spider	22	30	2.0	M5
Buick Reatta	18	27	3.8	L4
Cadillac Allante	15	22	4.5	L4
Chevrolet Corvette	16	25	5.7	M6
Chevrolet Corvette	16	24	5.7	L4
Chevrolet Corvette	16	26	5.7	M6
Chrysler TC by Maserati Convertible	18	24	3.0	I4
Ferrari F40	12	17	2.9	M5
Ferrari Testarossa	10	15	4.9	M5
Geo Metro LSi Convertible	32	37	1.0	A3
Geo Metro LSi Convertible	41	46	1.0	M5
Honda Civic CRX	29	34	1.5	L4
Honda Civic CRX	32	36	1.5	M5
Honda Civic Crx	28	33	1.6	M5
Honda Civic CRX HF	43	49	1.5	M5
Honda Civic CRX HF	49	52	1.5	M5
Jaguar XJ-S Convertible	13	17	5.3	A3
Lamborghini DB13/Diablo	9	14	5.7	M5
Lotus Esprit Turbo	17	27	2.2	M5
Mazda RX-7	17	23	1.3	L4
Mazda RX-7	17	25	1.3	M5
Mazda RX-7	16	24	1.3	M5
Mazda MX-5 Miata	24	28	1.6	L4
Mazda MX-5 Miata	25	30	1.6	M5
Mercedes-Benz 300SL	16	23	3.0	A5
Mercedes-Benz 300SL	16	22	3.0	M5
Mercedes-Benz 500SL	14	18	5.0	A4
Nissan 300ZX	19	24	3.0	L4
Nissan 300ZX	18	24	3.0	L4
Nissan 300ZX	18	24	3.0	M5
Nissan 300ZX	18	24	3.0	M5
Toyota MR2	20	27	2.0	M5
Toyota MR2	22	29	2.2	L4
Toyota MR2	22	28	2.2	M5
Minicompact Cars				
Mercury Capri	23	27	1.6	L4
Mercury Capri	25	31	1.6	M5
Mercury Capri	23	28	1.6	M5
Nissan NX Coupe	27	36	1.6	L4
Nissan NX Coupe	28	38	1.6	M5
Nissan NX Coupe	23	29	2.0	L4
Nissan NX Coupe	23	31	2.0	M5
Nissan 240SX	21	27	2.4	L4
Nissan 240SX	22	28	2.4	M5
Porsche 911 Carrera 4/2	16	24	3.6	M5
Porsche 911 Carrera 4/2	15	22	3.6	M5
Porsche 911 Carrera 4/2	16	22	3.6	S4
Porsche 928 S4	15	19	5.0	A4
Porsche 928 S4	13	19	5.0	M5
Porsche 944 S2	17	26	3.0	M5
Toyota Celica Convertible	23	30	2.2	L4
Toyota Celica Convertible	22	30	2.2	M5
Volkswagen Cabriolet	23	28	1.8	A3
Volkswagen Cabriolet	25	32	1.8	M5
Subcompact Cars				
Acura Integra	23	28	1.8	L4
Acura Integra	24	28	1.8	M5
Audi Coupe Quattro	17	24	2.3	M5
Audi 80 Quattro	18	24	2.3	M5
Audi 80/90	18	25	2.3	L4
Audi 80/90	20	26	2.3	M5
Audi 90 Quattro 20V	17	24	2.3	M5
BMW M3	17	29	2.3	M5
BMW 318IS	22	27	1.8	M5
BMW 325I Convertible	18	23	2.5	L4
BMW 325I Convertible	17	24	2.5	M5
BMW 325I/325IS	18	22	2.5	L4
BMW 325I/325IS	18	23	2.5	M5
BMW 325IX	19	22	2.5	L4
BMW 325IX	17	23	2.5	M5
BMW 850I	12	18	5.0	L4
BMW 850I	12	19	5.0	M6
Chevrolet Camaro	18	27	3.1	L4
Chevrolet Camaro	17	27	3.1	M5
Chevrolet Camaro	17	24	5.0	L4
Chevrolet Camaro	17	26	5.0	L4
Chevrolet Camaro	16	26	5.0	M5
Chevrolet Camaro	17	26	5.0	M5
Chevrolet Camaro	16	24	5.7	L4
Chevrolet Cavalier	23	32	2.2	L3
Chevrolet Cavalier	24	35	2.2	M5
Chevrolet Cavalier	20	27	3.1	L3
Chevrolet Cavalier	19	28	3.1	M5
Chrysler LeBaron Convertible	21	26	2.5	L3
Chrysler LeBaron Convertible	19	24	2.5	L3
Chrysler LeBaron Convertible	20	27	2.5	M5
Chrysler LeBaron Convertible	20	26	3.0	L4
Chrysler LeBaron Convertible	18	27	3.0	M5
Daihatsu Charade	38	42	1.0	M5
Daihatsu Charade	30	32	1.3	A3
Daihatsu Charade	35	38	1.3	M5
Dodge Colt	28	31	1.5	L3
Dodge Colt	31	36	1.5	M4
Dodge Colt	29	35	1.5	M5
Dodge Daytona	23	28	2.5	L3
Dodge Daytona	19	24	2.5	L3
Dodge Daytona	24	34	2.5	M5
Dodge Daytona	20	27	2.5	M5
Dodge Daytona	20	26	3.0	L4
Dodge Daytona	19	27	3.0	M5
Dodge Shadow Convertible	20	28	2.2	M5
Dodge Shadow Convertible	23	28	2.5	L3
Dodge Shadow Convertible	19	23	2.5	L3
Dodge Shadow Convertible	24	34	2.5	M5
Dodge Shadow Convertible	20	26	2.5	M5
Dodge Stealth	18	24	3.0	L4
Dodge Stealth	18	23	3.0	L4
Dodge Stealth	19	24	3.0	M5
Dodge Stealth	18	24	3.0	M5
Dodge Stealth	18	24	3.0	M5
Eagle Talon	19	23	2.0	A4
Eagle Talon	18	21	2.0	A4
Eagle Talon	22	27	2.0	L4
Eagle Talon	22	29	2.0	M5
Eagle Talon	21	28	2.0	M5
Eagle Talon	20	25	2.0	M5
Ford Festiva	31	33	1.3	A3
Ford Festiva	35	42	1.3	M5
Ford Mustang	21	28	2.3	L4
Ford Mustang	22	30	2.3	M5
Ford Mustang	18	25	5.0	L4
Ford Mustang	17	24	5.0	M5
Geo Metro	36	39	1.0	A3
Geo Metro	45	50	1.0	M5
Geo Metro LSI	36	39	1.0	A3
Geo Metro LSI	45	50	1.0	M5
Geo Metro XFI	53	58	1.0	M5
Geo Prizm	26	29	1.6	L3
Geo Prizm	23	30	1.6	L4
Geo Prizm	28	34	1.6	M5
Geo Prizm	25	30	1.6	M5
Geo Storm	24	31	1.6	A3
Geo Storm	23	31	1.6	L4
Geo Storm	25	33	1.6	M5
Geo Storm	30	36	1.6	M5
Honda Civic	28	33	1.5	L4
Honda Civic	33	37	1.5	M4
Honda Civic	31	35	1.5	M5
Honda Civic	24	29	1.6	L4
Honda Civic	28	32	1.6	M5
Honda Prelude	20	26	2.0	L4
Honda Prelude	22	27	2.0	M5
Honda Prelude	22	27	2.0	L4
Honda Prelude	23	27	2.0	M5
Honda Prelude	21	25	2.1	L4
Honda Prelude	22	28	2.1	M5
Hyundai Excel	28	32	1.5	L4
Hyundai Excel	29	33	1.5	M4
Hyundai Excel	29	36	1.5	M5
Hyundai Scoupe	25	32	1.5	L4
Hyundai Scoupe	26	34	1.5	M5
Infiniti M30	19	25	3.0	L4
Isuzu Impulse	24	32	1.6	L4
Isuzu Impulse	26	33	1.6	M5
Isuzu Impulse	22	28	1.6	M5
Jaguar XJ-S Coupe	13	18	5.3	A3
Mercedes-Benz 190E2.3	21	27	2.3	A4
Mercedes-Benz 190E2.3	20	28	2.3	M5
Mercedes-Benz 190E2.6	19	24	2.6	A4
Mercedes-Benz 190E2.6	19	27	2.6	M5
Mercedes-Benz 300CE	17	23	3.0	A4
Mitsubishi Eclipse	23	30	1.8	L4
Mitsubishi Eclipse	23	32	1.8	M5
Mitsubishi Eclipse	19	23	2.0	A4
Mitsubishi Eclipse	18	21	2.0	A4
Mitsubishi Eclipse	22	27	2.0	L4
Mitsubishi Eclipse	22	29	2.0	M5
Mitsubishi Eclipse	21	28	2.0	M5
Mitsubishi Eclipse	20	25	2.0	M5
Mitsubishi Mirage	28	31	1.5	L3
Mitsubishi Mirage	26	32	1.5	L4
Mitsubishi Mirage	31	36	1.5	M4
Mitsubishi Mirage	29	35	1.5	M5
Mitsubishi Mirage	22	28	1.6	L4
Mitsubishi Mirage	23	28	1.6	M5
Mitsubishi 3000 GT	18	24	3.0	L4
Mitsubishi 3000 GT	19	24	3.0	M5
Mitsubishi 3000 GT	18	24	3.0	M5
Nissan Sentra	28	33	1.6	L3
Nissan Sentra	27	36	1.6	L4
Nissan Sentra	29	37	1.6	M4
Nissan Sentra	29	39	1.6	M5
Nissan Sentra	23	30	2.0	L4
Nissan Sentra	24	32	2.0	M5
Nissan 300ZX 2+2	19	24	3.0	L4
Nissan 300ZX 2+2	18	24	3.0	M5
Plymouth Colt	28	31	1.5	L3
Plymouth Colt	31	36	1.5	M4
Plymouth Colt	29	35	1.5	M5
Plymouth Laser	23	30	1.8	L4
Plymouth Laser	23	32	1.8	M5
Plymouth Laser	19	23	2.0	A4
Plymouth Laser	22	27	2.0	L4
Plymouth Laser	22	29	2.0	M5
Plymouth Laser	21	28	2.0	M5
Pontiac Firebird/Trans Am	18	27	3.1	L4
Pontiac Firebird/Trans Am	17	27	3.1	M5
Pontiac Firebird/Trans Am	17	24	5.0	L4
Pontiac Firebird/Trans Am	17	26	5.0	L4
Pontiac Firebird/Trans Am	16	26	5.0	M5
Pontiac Firebird/Trans Am	17	26	5.0	M5
Pontiac Firebird/Trans Am	16	24	5.7	L4
Pontiac Sunbird	24	32	2.0	L3
Pontiac Sunbird	26	36	2.0	M5
Pontiac Sunbird	20	27	3.1	L3
Pontiac Sunbird	19	28	3.1	M5
Pontiac Sunbird Convertible	22	31	2.0	L3
Pontiac Sunbird Convertible	24	33	2.0	M5
Pontiac Sunbird Convertible	20	27	3.1	L3
Pontiac Sunbird Convertible	19	28	3.1	M5
Rolls-Royce Bentley Continental	10	13	6.8	A3
Rolls-Royce Corniche III	10	13	6.8	A3
Saab 900 Convertible	18	21	2.0	A3
Saab 900 Convertible	21	27	2.0	M5
Saturn SC	23	32	1.9	L4
Saturn SC	24	34	1.9	M5
Subaru Justy	33	37	1.2	M5
Subaru Justy	33	35	1.2	AV
Subaru Justy	33	37	1.2	M5
Subaru Justy 4wd	31	31	1.2	AV
Subaru Justy 4Wd	29	32	1.2	M5
Subaru XT	23	29	1.8	L4
Subaru XT	25	31	1.8	M5
Subaru XT	20	28	2.7	L4
Subaru XT 4wd	22	28	1.8	L4
Subaru Xt 4wd	24	29	1.8	M5
Subaru XT 4wd	19	25	2.7	L4
Subaru XT 4wd	18	25	2.7	M5
Suzuki Swift	36	39	1.0	A3
Suzuki Swift	45	50	1.0	M5
Suzuki Swift	29	33	1.3	A3
Suzuki Swift	39	43	1.3	M5
Suzuki Swift GT	28	35	1.3	M5
Toyota Celica	25	33	1.6	L4
Toyota Celica	28	33	1.6	M5
Toyota Celica	19	24	2.0	M5
Toyota Celica	22	28	2.2	L4
Toyota Celica	23	30	2.2	L4
Toyota Celica	22	30	2.2	M5
Toyota Corolla	26	29	1.6	L3
Toyota Corolla	25	33	1.6	L4
Toyota Corolla	28	33	1.6	M5
Toyota Corolla	25	31	1.6	M5
Toyota Supra	18	23	3.0	L4
Toyota Supra	18	23	3.0	L4
Toyota Supra	18	23	3.0	M5
Toyota Supra	17	23	3.0	M5
Toyota Tercel	26	29	1.5	L3
Toyota Tercel	33	37	1.5	M4
Toyota Tercel	29	35	1.5	M5
Volkswagen Fox	25	32	1.8	M4
Volkswagen Fox	25	33	1.8	M5
Compact Cars				
Alfa Romeo 164	18	25	3.0	L4
Alfa Romeo 164	18	27	3.0	M5
Alfa Romeo 164	17	25	3.0	M5
BMW M5	11	20	3.5	M5
Buick Skylark	23	33	2.3	L3
Buick Skylark	22	31	2.5	L3
Buick Skylark	19	26	3.3	L3
Chevrolet Beretta	24	31	2.2	L3
Chevrolet Beretta	24	33	2.2	M5
Chevrolet Beretta	23	33	2.3	M5
Chevrolet Beretta	20	27	3.1	L3
Chevrolet Beretta	19	28	3.1	M5
Chrysler LeBaron	23	28	2.5	L3
Chrysler LeBaron	19	24	2.5	L3
Chrysler LeBaron	20	27	2.5	M5
Chrysler LeBaron	20	26	3.0	L4
Chrysler LeBaron	19	29	3.0	M5
Dodge Shadow	23	27	2.2	L3
Dodge Shadow	23	30	2.2	M5
Dodge Shadow	23	28	2.5	L3
Dodge Shadow	19	23	2.5	L3
Dodge Shadow	24	34	2.5	M5
Dodge Shadow	20	26	2.5	M5
Eagle Summit	28	31	1.5	L3
Eagle Summit	26	32	1.5	L4
Eagle Summit	31	36	1.5	M4
Eagle Summit	29	35	1.5	M5
Ford Escort	23	30	1.8	L4
Ford Escort	26	31	1.8	M5
Ford Escort	25	33	1.9	L4
Ford Escort	29	36	1.9	M5
Ford Escort FS	31	41	1.9	M5
Ford Probe	21	28	2.2	L4
Ford Probe	19	25	2.2	L4
Ford Probe	24	31	2.2	M5
Ford Probe	21	27	2.2	M5
Ford Probe	19	25	3.0	L4
Ford Probe	19	26	3.0	M5
Ford Tempo	22	26	2.3	A3
Ford Tempo	21	29	2.3	M5
Ford Tempo	22	32	2.3	M5
Ford Tempo	20	24	2.3	A3
Ford Tempo AWD	20	24	2.3	A3
Honda Accord	22	28	2.2	L4
Honda Accord	24	29	2.2	M5
Hyundai Precis	28	32	1.5	L4
Hyundai Precis	29	33	1.5	M4
Hyundai Precis	29	36	1.5	M5
Infiniti G20	22	29	2.0	L4
Infiniti G20	24	32	2.0	M5
Isuzu Stylus	28	33	1.6	A3
Isuzu Stylus	25	33	1.6	M5
Isuzu Stylus	31	37	1.6	M5
Jaguar XJ6	17	22	4.0	L4
Lexus ES250	18	24	2.5	L4
Lexus ES250	19	25	2.5	M5
Mercury Topaz	22	28	2.3	A3
Mercury Topaz	21	29	2.3	M5
Mercury Topaz	22	32	2.3	M5
Mercury Topaz AWD	20	24	2.3	A3
Mercury Tracer	23	30	1.8	L4
Mercury Tracer	26	31	1.8	M5
Mercury Tracer	25	33	1.9	L4
Mercury Tracer	29	36	1.9	M5
Mazda 323 Protege 4X4	21	26	1.8	L4
Mazda 323 Protege 4X4	24	29	1.8	M5
Mazda 323/323 Protege	26	33	1.6	L4
Mazda 323/323 Protege	29	37	1.6	M5
Mazda 323/323 Protege	24	29	1.8	L4
Mazda 323/323 Protege	24	31	1.8	L4
Mazda 323/323 Protege	25	30	1.8	M5
Mazda 323/323 Protege	28	36	1.8	M5
Mercedes-Benz 300D 2.5 Turbo	27	33	2.5	A4
Mercedes-Benz 300E	18	23	3.0	A4
Mercedes-Benz 300E 2.6	19	24	2.6	A4
Mercedes-Benz 300E-4Matic	17	21	3.0	A4
Mercedes-Benz 300SE	16	20	3.0	A4
Mercedes-Benz 350SD Turbo	22	25	3.5	A4
Mercedes-Benz 560SEC	14	17	5.6	A4
Mitsubishi Galant	21	26	2.0	L4
Mitsubishi Galant	19	23	2.0	L4
Mitsubishi Galant	21	27	2.0	L4
Mitsubishi Galant	21	27	2.0	M5
Mitsubishi Galant	20	23	2.0	M5
Mitsubishi Galant	19	25	2.0	M5
Mitsubishi Galant	22	29	2.0	M5
Nissan Stanza	21	27	2.4	L4
Nissan Stanza	22	29	2.4	M5
Oldsmobile Cutlass Calais	23	33	2.3	L3
Oldsmobile Cutlass Calais	23	33	2.3	M5
Oldsmobile Cutlass Calais	22	31	2.5	L3
Oldsmobile Cutlass Calais	22	34	2.5	M5
Oldsmobile Cutlass Calais	19	26	3.3	L3
Peugeot 405 Sedan	21	25	1.9	L4
Peugeot 405 Sedan	21	28	1.9	M5
Peugeot 405 Sedan	20	28	1.9	M5
Plymouth Sundance	23	27	2.2	L3
Plymouth Sundance	23	30	2.2	M5
Plymouth Sundance	23	28	2.5	L3
Plymouth Sundance	19	23	2.5	L3
Plymouth Sundance	24	34	2.5	M5
Pontiac Grand Am	20	26	2.5	M5
Pontiac Grand Am	23	33	2.3	L3
Pontiac Grand Am	23	33	2.3	M5
Pontiac Grand Am	22	31	2.5	L3
Pontiac Grand Am	22	33	2.5	M5
Pontiac LeMans	27	33	1.6	L3
Pontiac LeMans	29	38	1.6	M4
Pontiac LeMans	31	40	1.6	M5
Pontiac LeMans	23	30	2.0	L3
Pontiac LeMans	25	31	2.0	M5
Rover Group Sterling 827	18	22	2.7	L4
Rover Group Sterling 827	19	23	2.7	M5
Saab 900	19	24	2.0	A3
Saab 900	22	29	2.0	M5
Saab 900	20	28	2.0	M5
Saab 900	19	22	2.1	A3
Saab 900	20	26	2.1	M5
Saturn SL	23	32	1.9	L4
Saturn SL	26	35	1.9	L4
Saturn SL	24	34	1.9	M5
Saturn SL	27	37	1.9	M5
Subaru Legacy	21	28	2.2	L4
Subaru Legacy	22	29	2.2	M5
Subaru Legacy Turbo	19	25	2.2	L4
Subaru Legacy 4wd	20	26	2.2	L4
Subaru Legacy 4wd	20	27	2.2	M5
Subaru Legacy 4wd Turbo	18	24	2.2	L4
Subaru Legacy 4wd Turbo	19	25	2.2	M5
Subaru Loyale	24	26	1.8	L3
Subaru Loyale	25	32	1.8	M5
Toyota Camry	24	30	2.0	L4
Toyota Camry	21	24	2.0	L4
Toyota Camry	24	31	2.0	L4
Toyota Camry	26	34	2.0	M5
Toyota Camry	18	24	2.5	L4
Toyota Camry	19	25	2.5	M5
Toyota Cressida	19	24	3.0	L4
Volkswagen Golf/GTI	23	28	1.8	A3
Volkswagen Golf/GTI	25	32	1.8	M5
Volkswagen GTI 16V	22	28	2.0	M5
Volkswagen Jetta	37	43	1.6	M5
Volkswagen Jetta	23	28	1.9	A3
Volkswagen Jetta	25	32	1.8	M5
Volkswagen Jetta GLI 16V	22	28	2.0	M5
Volvo Coupe	19	22	2.3	A4
Volvo 240	20	25	2.3	A4
Volvo 240	21	28	2.3	M5
Mid-Size Cars				
Audi V8	15	20	3.6	L4
Audi V8	14	20	3.6	M5
Audi 100	18	23	2.3	L4
Audi 100 QUattro	18	24	2.3	M5
Audi 200	18	22	2.2	A3
Audi 200 Quattro 20V	18	24	2.2	M5
BMW 750IL	13	18	5.0	L4
Buick Century	22	31	2.5	L3
Buick Century	19	26	3.3	L3
Buick Century	19	30	3.3	L4
Buick Regal	19	30	3.1	L4
Buick Regal	19	28	3.8	L4
Buick Riviera	18	27	3.8	L4
Cadillac Eldorado	16	26	4.9	L4
Cadillac Seville	16	26	4.9	L4
Chevrolet Corsica	24	31	2.2	L3
Chevrolet Corsica	24	33	2.2	M5
Chevrolet Corsica	20	27	3.1	L3
Chevrolet Corsica	19	28	3.1	M5
Chevrolet Lumina	21	28	2.5	L3
Chevrolet Lumina	19	27	3.1	L3
Chevrolet Lumina	19	30	3.1	L4
Chrysler New Yorker	19	26	3.3	L4
CX Automotive Inc XM-V6	16	22	3.0	M5
Dodge Dynasty	21	26	2.5	L3
Dodge Dynasty	20	26	3.0	L4
Dodge Dynasty	19	26	3.3	L4
Dodge Spirit	19	27	2.2	M5
Dodge Spirit	23	27	2.5	L3
Dodge Spirit	19	24	2.5	L3
Dodge Spirit	24	34	2.5	M5
Dodge Spirit	20	27	2.5	M5
Dodge Spirit	20	26	3.0	L4
Ford Taurus	20	29	3.0	L4
Ford Taurus	18	26	3.0	M5
Ford Thunderbird	19	27	3.8	L4
Ford Thunderbird	17	23	3.8	L4
Ford Thunderbird	17	24	3.8	M5
Ford Thunderbird	18	24	5.0	L4
Hyundai Sonata	21	26	2.4	L4
Hyundai Sonata	21	28	2.4	M5
Hyundai Sonata	18	24	3.0	A4
Infiniti Q45	16	22	4.5	L4
Infiniti Q45 Full-Active Suspensio	14	19	4.5	L4
Lexus LS400	18	23	4.0	L4
Mercury Cougar	19	27	3.8	L4
Mercury Cougar	18	24	5.0	L4
Mercury Mark VII	17	24	5.0	L4
Mercury Sable	20	29	3.0	L4
Mazda 626/MX-6	22	28	2.2	L4
Mazda 626/MX-6	19	25	2.2	L4
Mazda 626/MX-6	24	31	2.2	M5
Mazda 626/MX-6	21	28	2.2	M5
Mazda 929	18	22	3.0	L4
Mazda 929	19	23	3.0	L4
Mercedes-Benz 300SEL	16	20	3.0	A4
Mercedes-Benz 350SDL Turbo	22	25	3.5	A4
Mercedes-Benz 420SEL	15	19	4.2	A4
Mercedes-Benz 560SEL	14	17	5.6	A4
Nissan Maxima	19	26	3.0	L4
Nissan Maxima	20	26	3.0	M5
Oldsmobile Cutlass Ciera	22	31	2.5	L3
Oldsmobile Cutlass Ciera	19	26	3.3	L3
Oldsmobile Cutlass Ciera	19	29	3.3	L4
Oldsmobile Cutlass Supreme	21	29	2.3	L3
Oldsmobile Cutlass Supreme	19	30	3.1	L4
Oldsmobile Trofeo/Toronado	18	27	3.8	L4
Plymouth Acclaim	23	28	2.5	L3
Plymouth Acclaim	24	34	2.5	M5
Plymouth Acclaim	20	26	3.0	L4
Pontiac Grand Prix	21	29	2.3	L3
Pontiac Grand Prix	19	30	3.1	L4
Pontiac 6000	22	31	2.5	L3
Pontiac 6000	20	27	3.1	L3
Pontiac 6000	19	30	3.1	L4
Rolls-Royce Bentley Eight/Mulsanne S	10	13	6.8	A3
Rolls-Royce Bentley Turbo R	10	13	6.8	A3
Rolls-Royce Silver Spirit II/Silver S	10	13	6.8	A3
Volkswagen Passat	20	29	2.0	L4
Volkswagen Passat	21	30	2.0	M5
Volvo 740	19	22	2.3	A4
Volvo 740	20	26	2.3	L4
Volvo 740	22	28	2.3	M5
Volvo 740	20	26	2.3	M5
Volvo 940 GLE 16V	18	23	2.3	L4
Volvo 940 SE	19	22	2.3	A4
Volvo 940 Turbo	19	22	2.3	A4
Large Cars				
Buick LeSabre	19	28	3.8	L4
Buick Park Avenue	18	27	3.8	L4
Cadillac Brougham	16	25	5.0	L4
Cadillac Brougham	15	22	5.7	L4
Cadillac Fleetwood/DeVille	16	26	4.9	L4
Chevrolet Caprice	17	26	5.0	L4
Chrysler New Yorker Fifth Avenue/I	18	26	3.3	L4

SPECIFICATIONS

Car Line	Est MPG City	Hwy	Displ (liters)	Trans
Chrysler New Yorker Fifth Avenue/l	17	25	3.8	L4
Dodge Monaco	18	27	3.0	L4
Eagle Premier	18	27	3.0	L4
Ford LTD Crown Victoria	17	24	5.0	L4
Mercury Grand Marquis	17	24	5.0	L4
Mercury Town Car	17	23	4.6	L4
Oldsmobile Eighty-Eight	19	28	3.8	L4
Oldsmobile Ninety-Eight/Touring	18	27	3.8	L4
Pontiac Bonneville	19	28	3.8	L4
Saab 9000	17	25	2.3	L4
Saab 9000	17	24	2.3	L4
Saab 9000	20	26	2.3	m5
Saab 9000	19	25	2.3	M5
Small Station Wagons				
Chevrolet Cavalier Wagon	24	31	2.2	L3
Chevrolet Cavalier Wagon	24	33	2.2	M5
Chevrolet Cavalier Wagon	20	27	3.1	L3
Dodge Colt Vista	22	23	2.0	L3
Dodge Colt Vista	22	29	2.0	M5
Ford Escort Wagon	25	33	1.9	L4
Ford Escort Wagon	29	36	1.9	M5
Honda Civic Wagon	28	32	1.5	L4
Honda Civic Wagon	31	35	1.5	M5
Honda Civic Wagon 4wd	25	27	1.6	L4
Honda Civic Wagon 4wd	24	26	1.6	M5
Lincoln-Mercury Tracer Wagon	25	33	1.9	L4
Lincoln-Mercury Tracer Wagon	29	36	1.9	M5
Mitsubishi Space Wagon	22	23	2.0	L3
Plymouth Colt Vista	22	23	2.0	L3
Plymouth Colt Vista	22	29	2.0	M5
Subaru Legacy Wagon	21	27	2.2	L4
Subaru Legacy Wagon	22	29	2.2	M5
Subaru Legacy Wagon 4wd	20	26	2.2	l4
Subaru Legacy Wagon 4wd	20	26	2.2	M5
Subaru Loyale Wagon	24	26	1.8	L3
Subaru Loyale Wagon	25	30	1.8	M5
Toyota Camry Wagon	24	30	2.0	L4
Toyota Camry Wagon	18	24	2.5	L4
Toyota Corolla All-Trac Wagon	23	29	1.6	L4
Toyota Corolla All-Trac Wagon	22	27	1.6	M5
Toyota Corolla Wagon	26	29	1.6	L3
Toyota Corolla Wagon	28	33	1.6	M5
Mid-Size Station Wagons				
Audi 200 Quattro 20V Wagon	18	24	2.2	M5
Buick Century Wagon	21	28	2.5	L3
Buick Century Wagon	19	25	3.3	L3
Buick Century Wagon	19	29	3.3	L4
Ford Taurus Wagon	20	29	3.0	L4
Lincoln-Mercury Sable Wagon	20	29	3.0	L4
Mercedes-Benz 300TE	17	22	3.0	A4
Mercedes-Benz 300TE-4Matic	16	20	3.0	A4
Oldsmobile Cutlass Cruiser	21	28	2.5	L3
Oldsmobile Cutlass Cruiser	19	25	3.3	L3
Oldsmobile Cutlass Cruiser	19	29	3.3	L4
Peugeot 405 Sports Wagon	20	25	1.9	L4
Peugeot 405 Sports Wagon	20	27	1.9	M5
Peugeot 505 Station Wagon	18	21	2.2	L4
Peugeot 505 Station Wagon	19	21	2.2	L4
Peugeot 505 Station Wagon	18	22	2.2	M5
Pontiac 6000 Wagon	21	28	2.5	L3
Pontiac 6000 Wagon	19	30	3.1	L4
Volkswagen Passat Wagon	20	29	2.0	L4
Volkswagen Passat Wagon	21	30	2.0	M5
Volvo 240 Wagon	20	25	2.3	A4
Volvo 240 Wagon	22	28	2.3	M5
Volvo 740 Wagon	19	22	2.3	A4
Volvo 740 Wagon	20	26	2.3	L4
Volvo 740 Wagon	22	28	2.3	M5
Volvo 740 Wagon	20	26	2.3	M5
Volvo 940 GLE 16V Wagon	18	23	2.3	L4
Volvo 940 SE Wagon	19	22	2.3	A4
Volvo 940 Turbo Wagon	19	22	2.3	A4
Large Station Wagons				
Buick Roadmaster Wagon	16	25	5.0	L4
Chevrolet Caprice Wagon	16	25	5.0	L4
Ford LTD Crown Victoria Wagon	17	24	5.0	L4
Mercury Grand Marquis Wagon	17	24	5.0	L4
Oldsmobile Custom Cruiser	16	25	5.0	L4
Small Pickup Trucks/2wd				
Chevrolet S10 Pickup 2wd	21	28	2.5	L4
Chevrolet S10 Pickup 2wd	23	27	2.5	M5
Chevrolet S10 Pickup 2wd	19	25	2.8	M5
Chevrolet S10 Pickup 2wd	18	24	4.3	L4
Chevrolet S10 Pickup 2wd	17	23	4.3	M5
Dodge Ram 50 2wd	19	23	2.4	L4
Dodge Ram 50 2wd	19	24	2.4	M5
Ford Ranger Pickup 2wd	21	24	2.3	L4
Ford Ranger Pickup 2wd	24	29	2.3	M5
Ford Ranger Pickup 2wd	18	23	3.0	L4
Ford Ranger Pickup 2wd	19	25	3.0	M5
Ford Ranger Pickup 2wd	17	23	4.0	L4
Ford Ranger Pickup 2wd	18	23	4.0	M5
GMC Sonoma Pickup 2wd	21	28	2.5	L4
GMC Sonoma Pickup 2wd	23	27	2.5	M5
GMC Sonoma Pickup 2wd	19	25	2.8	M5
GMC Sonoma Pickup 2wd	18	24	4.3	L4
GMC Sonoma Pickup 2wd	17	23	4.3	M5
Isuzu Pickup 2wd	22	24	2.3	M5
Isuzu Pickup 2wd	19	23	2.6	L4
Isuzu Pickup 2wd	19	24	2.6	M5
Mitsubishi Truck 2wd	19	23	2.4	L4
Mitsubishi Truck 2wd	19	24	2.4	M5
Nissan Truck 2wd	21	26	2.4	L4
Nissan Truck 2wd	23	27	2.4	M5
Nissan Truck 2wd	18	24	3.0	L4
Nissan Truck 2wd	19	23	3.0	M5
Small Pickup Trucks/4wd				
Ford Ranger Pickup 4wd	22	25	2.3	M5
Ford Ranger Pickup 4wd	17	21	2.9	L4
Ford Ranger Pickup 4wd	18	22	2.9	M5
Ford Ranger Pickup 4wd	16	20	4.0	L4
Ford Ranger Pickup 4wd	17	21	4.0	M5
Standard Pickup Trucks/2wd				
Chevrolet C1500 Pickup 2wd	17	22	4.3	L4
Chevrolet C1500 Pickup 2wd	18	20	4.3	M4C
Chevrolet C1500 Pickup 2wd	17	23	4.3	M5
Chevrolet C1500 Pickup 2wd	15	19	5.0	L4
Chevrolet C1500 Pickup 2wd	15	20	5.0	M5
Chevrolet C1500 Pickup 2wd	15	19	5.7	L4
Chevrolet C1500 Pickup 2wd	13	16	5.7	M4C
Chevrolet C1500 Pickup 2wd	14	19	5.7	M5
Chevrolet C1500 Pickup 2wd	10	12	7.4	L4
Chevrolet C2500 Pickup 2wd	16	21	4.3	L4
Chevrolet C2500 Pickup 2wd	17	20	4.3	M4C
Chevrolet C2500 Pickup 2wd	17	23	4.3	M5
Chevrolet C2500 Pickup 2wd	14	18	5.0	L4
Chevrolet C2500 Pickup 2wd	15	20	5.0	M5
Chevrolet C2500 Pickup 2wd	14	19	5.7	L4
Chevrolet C2500 Pickup 2wd	13	15	5.7	M4C
Chevrolet C2500 Pickup 2wd	12	17	5.7	M5
Chevrolet C2500 Pickup 2wd	13	18	5.7	M5C
Chevrolet C2500 Pickup 2wd	17	22	6.2	L4
Chevrolet C2500 Pickup 2wd	19	20	6.2	M4C
Dodge Dakota Pickup 2wd	21	27	2.5	M5
Dodge Dakota Pickup 2wd	16	21	3.9	L4
Dodge Dakota Pickup 2wd	16	22	3.9	M5
Dodge Dakota Pickup 2wd	14	19	5.2	L4
Dodge D100/D150 Pickup 2wd	15	17	3.9	L3
Dodge D100/D150 Pickup 2wd	16	21	3.9	L4
Dodge D100/D150 Pickup 2wd	14	17	3.9	M4C
Dodge D100/D150 Pickup 2wd	13	18	3.9	M5
Dodge D100/D150 Pickup 2wd	13	16	5.2	A4
Dodge D100/D150 Pickup 2wd	13	15	5.2	L3
Dodge D100/D150 Pickup 2wd	14	18	5.2	L4
Dodge D100/D150 Pickup 2wd	13	15	5.2	M4C
Dodge D100/D150 Pickup 2wd	11	13	5.9	A4
Dodge D100/D150 Pickup 2wd	10	13	5.9	M4C
Dodge D250 Pickup 2wd	15	16	3.9	L3
Dodge D250 Pickup 2wd	14	17	3.9	M4C
Dodge D250 Pickup 2wd	13	15	5.2	A4
Dodge D250 Pickup 2wd	13	17	5.2	L4
Dodge D250 Pickup 2wd	12	14	5.2	M4C
Dodge D250 Pickup 2wd	11	13	5.9	A4
Dodge D250 Pickup 2wd	10	13	5.9	M4C
Ford F150 Pickup 2wd	15	20	4.9	L4
Ford F150 Pickup 2wd	16	18	4.9	M4C
Ford F150 Pickup 2wd	16	20	4.9	M5
Ford F150 Pickup 2wd	14	18	5.0	L4
Ford F150 Pickup 2wd	14	18	5.0	L4
Ford F150 Pickup 2wd	14	15	5.0	M4C
Ford F150 Pickup 2wd	14	18	5.0	M5
Ford F150 Pickup 2wd	12	17	5.8	L4
Ford F250 Pickup 2wd	15	20	4.9	L4
Ford F250 Pickup 2wd	16	18	4.9	M4C
Ford F250 Pickup 2wd	16	20	4.9	M5
Ford F250 Pickup 2wd	14	18	5.0	L4
Ford F250 Pickup 2wd	14	17	5.0	M5
Ford F250 Pickup 2wd	12	16	5.8	L4
GMC C1500 Sierra 2wd	17	22	4.3	L4
GMC C1500 Sierra 2wd	18	20	4.3	M4C
GMC C1500 Sierra 2wd	17	23	4.3	M5
GMC C1500 Sierra 2wd	15	19	5.0	L4
GMC C1500 Sierra 2wd	15	20	5.0	M5
GMC C1500 Sierra 2wd	15	19	5.7	L4
GMC C1500 Sierra 2wd	13	16	5.7	M4C
GMC C1500 Sierra 2wd	14	19	5.7	M5
GMC C1500 Sierra 2wd	13	18	5.7	M5C
GMC C1500 Sierra 2wd	18	24	6.2	L4
GMC C1500 Sierra 2wd	19	21	6.2	M4C
GMC C2500 Sierra 2wd	16	21	4.3	L4
GMC C2500 Sierra 2wd	17	20	4.3	M4C
GMC C2500 Sierra 2wd	17	23	4.3	M5
GMC C2500 Sierra 2wd	14	18	5.0	L4
GMC C2500 Sierra 2wd	15	20	5.0	M5
GMC C2500 Sierra 2wd	14	19	5.7	L4
GMC C2500 Sierra 2wd	13	15	5.7	M4C
GMC C2500 Sierra 2wd	12	17	5.7	M5
GMC C2500 Sierra 2wd	13	18	5.7	M5C
GMC C2500 Sierra 2wd	17	22	6.2	L4
GMC C2500 Sierra 2wd	19	20	6.2	M4C
Isuzu Pickup 2wd 1-Ton	17	21	2.6	M5
Jeep Comanche Pickup 2wd	20	23	2.5	M4
Jeep Comanche Pickup 2wd	19	23	2.5	M5
Jeep Comanche Pickup 2wd	15	21	4.0	L4
Jeep Comanche Pickup 2wd	17	22	4.0	M5
Mazda B2200/B2600I	20	25	2.2	L4
Mazda B2200/B2600I	21	25	2.2	M4
Mazda B2200/B2600I	21	26	2.2	M5
Mazda B2200/B2600I	21	26	2.2	L4
Mazda B2200/B2600I	24	26	2.2	M5
Mazda B2200/B2600I	19	24	2.6	L4
Mazda B2200/B2600I	19	23	2.6	M5
Toyota Truck 2wd	22	23	2.4	A4
Toyota Truck 2wd	22	26	2.4	M5
Toyota Truck 2wd	18	23	3.0	L4
Toyota Truck 2wd	18	23	3.0	M5
Toyota 1-Ton Truck 2wd	18	23	3.0	L4
Toyota 1-Ton Truck 2wd	18	23	3.0	M5
Standard Pickup Trucks/4wd				
Chevrolet K1500 Pickup 4wd	16	19	4.3	L4
Chevrolet K1500 Pickup 4wd	15	17	4.3	M4C
Chevrolet K1500 Pickup 4wd	16	20	4.3	M5
Chevrolet K1500 Pickup 4wd	14	17	5.0	L4
Chevrolet K1500 Pickup 4wd	14	18	5.0	M5
Chevrolet K1500 Pickup 4wd	13	16	5.7	L4
Chevrolet K1500 Pickup 4wd	12	14	5.7	M4C
Chevrolet K1500 Pickup 4wd	13	17	5.7	M5
Chevrolet K1500 Pickup 4wd	16	20	6.2	L4
Chevrolet K1500 Pickup 4wd	17	18	6.2	M4C
Chevrolet K2500 Pickup 4wd	15	19	4.3	L4
Chevrolet K2500 Pickup 4wd	15	17	4.3	M4C
Chevrolet K2500 Pickup 4wd	16	20	4.3	M5
Chevrolet K2500 Pickup 4wd	14	17	5.0	L4
Chevrolet K2500 Pickup 4wd	14	18	5.0	M5
Chevrolet K2500 Pickup 4wd	13	16	5.7	L4
Chevrolet K2500 Pickup 4wd	12	14	5.7	M4C
Chevrolet K2500 Pickup 4wd	12	16	5.7	M5
Chevrolet K2500 Pickup 4wd	16	21	6.2	L4
Chevrolet K2500 Pickup 4wd	17	18	6.2	M4C
Chevrolet S10 Pickup 4wd	17	22	4.3	L4
Chevrolet S10 Pickup 4wd	16	20	4.3	M5
Dodge Dakota Pickup 4wd	15	19	3.9	L4
Dodge Dakota Pickup 4wd	15	20	3.9	M5
Dodge Dakota Pickup 4wd	13	17	5.2	L4
Dodge Power Ram 50 4wd	18	20	2.4	L4
Dodge Power Ram 50 4wd	19	22	2.4	M5
Dodge Power Ram 50 4wd	17	20	3.0	L4
Dodge Power Ram 50 4wd	17	22	3.0	M5
Dodge W100/W150 Pickup 4wd	14	15	3.9	A4
Dodge W100/W150 Pickup 4wd	13	16	3.9	M4C
Dodge W100/W150 Pickup 4wd	12	14	5.2	A4
Dodge W100/W150 Pickup 4wd	11	14	5.2	M4C
Dodge W100/W150 Pickup 4wd	11	13	5.9	A4
Dodge W100/W150 Pickup 4wd	9	12	5.9	M4C
Dodge W250 Pickup 4wd	12	14	5.2	A4
Dodge W250 Pickup 4wd	11	14	5.2	M4C
Dodge W250 Pickup 4wd	10	13	5.9	A4
Dodge W250 Pickup 4wd	9	13	5.9	M4C
Ford F150 Pickup 4wd	15	19	4.9	L4
Ford F150 Pickup 4wd	16	18	4.9	M4C
Ford F150 Pickup 4wd	15	19	4.9	M5
Ford F150 Pickup 4wd	13	17	5.0	L4
Ford F150 Pickup 4wd	13	17	5.0	L4
Ford F150 Pickup 4wd	13	15	5.0	M4C
Ford F150 Pickup 4wd	13	16	5.0	M5
Ford F150 Pickup 4wd	11	16	5.8	L4
Ford F250 Pickup 4wd	14	18	4.9	M5C
Ford F250 Pickup 4wd	13	17	5.0	L4
Ford F250 Pickup 4wd	12	13	5.0	M4C
Ford F250 Pickup 4wd	13	16	5.0	M5
Ford F250 Pickup 4wd	11	16	5.8	L4
GMC K1500 Sierra 4wd	16	19	4.3	L4
GMC K1500 Sierra 4wd	15	17	4.3	M4C
GMC K1500 Sierra 4wd	16	20	4.3	M5
GMC K1500 Sierra 4wd	14	17	5.0	L4
GMC K1500 Sierra 4wd	14	18	5.0	M5
GMC K1500 Sierra 4wd	13	16	5.7	L4
GMC K1500 Sierra 4wd	12	14	5.7	M4C
GMC K1500 Sierra 4wd	13	17	5.7	M5
GMC K1500 Sierra 4wd	16	20	6.2	L4
GMC K1500 Sierra 4wd	17	18	6.2	M4C
GMC K2500 Sierra 4wd	15	19	4.3	L4
GMC K2500 Sierra 4wd	15	17	4.3	M4C
GMC K2500 Sierra 4wd	16	20	4.3	M5
GMC K2500 Sierra 4wd	14	17	5.0	L4
GMC K2500 Sierra 4wd	14	18	5.0	M5
GMC K2500 Sierra 4wd	13	16	5.7	L4
GMC K2500 Sierra 4wd	12	14	5.7	M4C
GMC K2500 Sierra 4wd	12	16	5.7	M5
GMC K2500 Sierra 4wd	16	21	6.2	L4
GMC K2500 Sierra 4wd	17	18	6.2	M4C
GMC Sonoma Pickup 4wd	17	22	4.3	L4
GMC Sonoma Pickup 4wd	16	20	4.3	M5
Isuzu Pickup 4wd	16	20	2.6	M5
Jeep Comanche Pickup 4wd	18	22	2.5	M4
Jeep Comanche Pickup 4wd	18	22	2.5	M5
Jeep Comanche Pickup 4wd	14	19	4.0	L4
Jeep Comanche Pickup 4wd	17	21	4.0	M5
Mazda B2600I 4X4	17	20	2.6	L4
Mazda B2600I 4X4	18	20	2.6	M5
Mitsubishi Truck 4wd	18	20	2.4	L4
Mitsubishi Truck 4wd	19	22	2.4	M5
Mitsubishi Truck 4wd	17	22	3.0	M5
Nissan Truck 4wd	19	22	2.4	M5
Nissan Truck 4wd	16	19	3.0	L4
Nissan Truck 4wd	15	19	3.0	M5
Toyota Truck 4wd	18	19	2.4	L4
Toyota Truck 4wd	19	22	2.4	M5
Toyota Truck 4wd	15	19	3.0	L4
Toyota Truck 4wd	16	19	3.0	M5
Cargo Vans				
Chevrolet Astro AWD (Cargo)	17	22	4.3	L4
Chevrolet Astro 2wd (Cargo)	17	22	4.3	L4
Chevrolet G10/20 Van 2wd	16	22	4.3	L4
Chevrolet G10/20 Van 2wd	14	18	5.0	L4
Chevrolet G10/20 Van 2wd	15	19	5.7	L4
Chevrolet G10/20 Van 2wd	17	22	6.2	L4
Chevrolet G30 Van 2wd	16	21	4.3	L4
Dodge B150/B250 Van 2wd	15	18	3.9	A4
Dodge B150/B250 Van 2wd	15	17	3.9	L3
Dodge B150/B250 Van 2wd	13	18	3.9	M5
Dodge B150/B250 Van 2wd	13	16	5.2	A4
Dodge B150/B250 Van 2wd	13	16	5.2	L3
Dodge B150/B250 Van 2wd	13	17	5.2	L4
Dodge B150/B250 Van 2wd	11	13	5.9	A4
Dodge B350 Van 2wd	15	16	3.9	L3
Dodge B350 Van 2wd	13	15	5.2	A4
Dodge B350 Van 2wd	13	17	5.2	L4
Dodge B350 Van 2wd	11	13	5.9	A4
Ford Aerostar Van	18	23	3.0	L4
Ford Aerostar Van	19	24	3.0	M5
Ford Aerostar Van	16	22	4.0	L4
Ford Aerostar Van AWD	16	20	4.0	L4
Ford E150 Econoline 2wd	14	16	4.9	A3
Ford E150 Econoline 2wd	15	20	4.9	L4
Ford E150 Econoline 2wd	13	17	5.0	L4
Ford E150 Econoline 2wd	11	16	5.8	L4
Ford E250 Econoline 2wd	14	15	4.9	A3
Ford E250 Econoline 2wd	14	17	4.9	l4
Ford E250 Econoline 2wd	13	17	5.0	L4
Ford E250 Econoline 2wd	11	15	5.8	L4
GMC G15/25 Vandura 2wd	16	22	4.3	L4
GMC G15/25 Vandura 2wd	14	18	5.0	L4
GMC G15/25 Vandura 2wd	15	19	5.7	L4
GMC G15/25 Vandura 2wd	17	22	6.2	L4
GMC G35 Vandura 2wd	16	21	4.3	L4
GMC Safari AWD (Cargo)	17	22	4.3	L4
GMC Safari 2wd (Cargo)	17	22	4.3	L4
Vans Passenger				
Chevrolet Astro AWD (Passenger)	16	19	4.3	L4
Chevrolet Astro 2wd (Passenger)	16	21	4.3	L4
Chevrolet G10/20 Sportvan 2wd	15	19	4.3	L4
Chevrolet G10/20 Sportvan 2wd	14	18	5.0	L4
Chevrolet G10/20 Sportvan 2wd	14	19	5.7	L4
Chevrolet G10/20 Sportvan 2wd	16	22	6.2	L4
Chevrolet G30 Sportvan 2wd	13	17	5.7	L4
Dodge B150/B250 Wagon 2wd	15	17	3.9	A4
Dodge B150/B250 Wagon 2wd	15	16	3.9	L3
Dodge B150/B250 Wagon 2wd	12	16	3.9	M5
Dodge B150/B250 Wagon 2wd	12	15	5.2	A4
Dodge B150/B250 Wagon 2wd	13	16	5.2	L3
Dodge B150/B250 Wagon 2wd	13	17	5.2	L4
Dodge B150/B250 Wagon 2wd	11	13	5.9	A4
Dodge B350 Wagon 2wd	12	15	5.2	A4
Dodge B350 Wagon 2wd	13	17	5.2	L4
Dodge B350 Wagon 2wd	10	12	5.9	A4
Ford Aerostar Wagon	17	23	3.0	L4
Ford Aerostar Wagon	18	23	3.0	M5
Ford Aerostar Wagon	16	21	4.0	L4
Ford Aerostar Wagon AWD	16	20	4.0	L4
Ford E150 Club Wagon	14	17	4.9	L4
Ford E150 Club Wagon	13	17	5.0	L4
Ford E150 Club Wagon	11	14	5.8	L4
GMC G15/25 Rally 2wd	15	19	4.3	L4
GMC G15/25 Rally 2wd	14	18	5.0	L4
GMC G15/25 Rally 2wd	14	19	5.7	L4
GMC G15/25 Rally 2wd	16	22	6.2	L4
GMC G35 Rally 2wd	13	17	5.7	L4
GMC Safari AWD (Passenger)	16	19	4.3	L4
GMC Safari 2wd (Passenger)	16	21	4.3	L4
Toyota Previa	18	22	2.4	L4
Toyota Previa	19	22	2.4	M5
Toyota Previa All-Trac	17	21	2.4	L4
Toyota Previa All-Trac	18	21	2.4	M5
Volkswagen Vanagon Syncro 4wd	16	16	2.1	M5C
Volkswagen Vanagon 2wd	17	17	2.1	A3
Volkswagen Vanagon 2wd	18	19	2.1	M4
Special Purpose Vehicles/2wd				
Chevrolet APV 2wd	18	23	3.1	L3
Chevrolet R1500 Suburban 2wd	13	17	5.7	L4
Chevrolet R1500 Suburban 2wd	16	22	6.2	L4
Chevrolet S10 Blazer 2wd	18	23	4.3	L4
Chevrolet S10 Blazer 2wd	17	23	4.3	M5
Chrysler Town & Country 2wd	18	23	3.3	L4
Dodge AD150 Ramcharger 2wd	13	16	5.2	A4
Dodge AD150 Ramcharger 2wd	11	13	5.9	A4
Dodge Caravan 2wd	21	25	2.5	L3
Dodge Caravan 2wd	19	23	3.0	L3
Dodge Caravan 2wd	19	24	3.0	L4
Dodge Caravan 2wd	18	23	3.3	L4
Ford Explorer 2wd	16	21	4.0	L4
Ford Explorer 2wd	18	23	4.0	M5
Geo Tracker Convertible 2wd	25	27	1.6	M5
GMC Jimmy Sonoma 2wd	17	23	4.3	L4
GMC Jimmy Sonoma 2wd	17	23	4.3	M5
GMC R1500 Suburban 2wd	13	17	5.7	L4
GMC R1500 Suburban 2wd	16	22	6.2	L4
Isuzu Amigo 2wd	19	22	2.3	M5
Isuzu Amigo 2wd	17	21	2.6	M5
Isuzu Rodeo 2wd	18	22	2.6	M5
Isuzu Rodeo 2wd	15	18	3.1	L4
Isuzu Rodeo 2wd	16	20	3.1	M5
Jeep Cherokee 2wd	19	23	2.5	M5
Jeep Cherokee 2wd	15	21	4.0	L4
Jeep Cherokee 2wd	17	22	4.0	M5
Mazda MPV	18	24	2.6	L4
Mazda MPV	20	25	2.6	M5
Mazda MPV	17	22	3.0	L4
Nissan Axxess	20	24	2.4	L4
Nissan Axxess	21	26	2.4	M5
Nissan Pathfinder 2wd	17	21	3.0	L4
Nissan Pathfinder 2wd	15	19	3.0	M5
Oldsmobile Silhouette 2wd	18	23	3.1	L3
Plymouth Voyager 2wd	21	25	2.5	L3
Plymouth Voyager 2wd	19	23	3.0	L3
Plymouth Voyager 2wd	19	24	3.0	L4
Plymouth Voyager 2wd	18	23	3.3	L4
Pontiac Trans Sport 2wd	18	23	3.1	L3
Suzuki Samurai 2wd	28	29	1.3	M5
Suzuki Sidekick 2wd	25	27	1.6	M5
Toyota 4-Runner 2wd	19	20	2.4	A4
Toyota 4-Runner 2wd	17	21	3.0	L4
Special Purpose Vehicles/4wd				
Chevrolet S10 Blazer 4wd	17	22	4.3	L4
Chevrolet S10 Blazer 4wd	16	20	4.3	M5
Chevrolet V1500 Blazer 4wd	13	16	5.7	L4
Chevrolet V1500 Blazer 4wd	12	14	5.7	M4C
Chevrolet V1500 Blazer 4wd	16	22	6.2	L4
Chevrolet V1500 Suburban 4wd	12	16	5.7	L4
Chevrolet V1500 Suburban 4wd	15	21	6.2	L4
Daihatsu Rocky 4wd	23	23	1.6	M5
Dodge AW150 Ramcharger 4wd	12	13	5.2	A4
Dodge AW150 Ramcharger 4wd	11	14	5.2	M4C
Dodge AW150 Ramcharger 4wd	11	13	5.9	A4
Dodge AW150 Ramcharger 4wd	9	12	5.9	M4C
Dodge Caravan 4wd	17	21	3.3	L4
Dodge Colt Vista 4wd	19	25	2.0	M5
Ford Bronco 4wd	14	17	4.9	L4
Ford Bronco 4wd	14	18	4.9	M5
Ford Bronco 4wd	13	17	5.0	L4
Ford Bronco 4wd	13	16	5.0	M5
Ford Bronco 4wd	11	16	5.8	L4
Ford Explorer 4wd	15	20	4.0	L4
Ford Explorer 4wd	16	20	4.0	M5
Geo Tracker Convertible 4wd	23	24	1.6	L3
Geo Tracker Convertible 4wd	25	27	1.6	M5
Geo Tracker 4wd	23	24	1.6	L3
Geo Tracker 4wd	25	27	1.6	M5
GMC Jimmy Sonoma 4wd	17	22	4.3	L4
GMC Jimmy Sonoma 4wd	16	20	4.3	M5
GMC V1500 Jimmy 4wd	13	16	5.7	L4
GMC V1500

1991 passenger car highlights

ALFA ROMEO

164

Base engine ..... 3.0-L 183 hp V-6
Optional engines ..... 3.0-L 200 hp V-6
Drive system ..... fwd
Body styles ..... 4-dr.
Models ..... 164, 164 L, 164 S

Introduced earlier, the all-new sport sedan has a 3.0-liter V-6 engine in 183 or 200 hp configurations and a five-speed manual transmission. It features fwd, fully-independent suspension and four-wheel disc brakes. Standard are automatic climate control air conditioning; power steering, brakes, windows and adjustable front bucket seats; dual electric remote outside mirrors; tinted glass; front and rear fog lamps; telescoping steering wheel, and cruise control. The upscale L and S have ABS, leather upholstery, six-way power front seats, front and rear-seat heating elements and cast alloy wheels.

Spider

Base engine 2.0-L I-4
Optional engines ..... none
Drive system ..... rwd
Body styles ..... convertible
Models ..... Spider, Spider Veloce

New are a freshening of the front end and an all-new rear end. The new front bumper and grille opening is in one-piece. Back changes include full-width taillamp assemblies, an upturn to the rear decklid and a one-piece bumper. Also new: rocker-panel skirts and new outside mirrors. Power steering is standard; automatic transmission is a new option. The 2.0-liter four-cylinder engine's driveability and performance are improved with fuel injection and other changes.

ASTON MARTIN

Virage

Base engine 5.4-L V-8
Optional engines ..... none
Drive system ..... rwd
Body styles ..... 2-dr.
Models ..... Virage

The new four-seater has a 32-valve twin overhead cam eight-cylinder engine, sequential fuel injection and a 330 hp rating. Available is a five-speed manual and a three-speed automatic transmission. Suspension is all aluminum.

AUDI

80

Base engine 2.3-L I-5
Optional engines ..... none
Drive system ..... fwd, 4wd
Body styles ..... 4-dr.
Models ..... 80, 80 Quattro

The base gets a 2.3-liter five-cylinder engine, the same as 80 Quattro's. Newly available is a four-speed automatic transmission. New all-weather tires are standard and performance tires are optional on Quattro. It has standard ABS; a new sport suspension with four gas-charged shock absorbers, a rear stabilizer bar and lower springs; and new front sport seats.

90

Base engine 2.3-L I-5
Optional engines ..... none
Drive system ..... fwd, 4wd
Body styles ..... 4-dr.
Models ..... Audi 90, 90 Quattro

Audi 90 gets a four-speed automatic transmission, the only choice on the base model. Quattro has new cloth upholstery, standard 15-inch sport wheels with performance tires and optional 14-inch wheels with all-weather tires.

Coupe Quattro

Base engine 2.3-L I-5
Optional engines ..... none
Drive system 4wd
Body styles ..... 2-dr.
Models ..... Coupe Quattro

New is a glass sunroof with power tilt and slide. All-weather tires are optional.

100

Base engine 2.3-L I-5
Optional engines ..... none
Drive system ..... fwd, 4wd
Body styles ..... 4-dr.
Models ..... Audi 100, 100 Quattro

Audi 100 gets a new four-speed automatic transmission; Quattro gets all weather tires as standard and a height adjustment feature on the front seat.

200

Base engine 2.2-L I-5
Optional engine 3.6-L V-8
Drive system ..... fwd, 4wd
Body styles ..... 4-dr., wagon
Models ..... Audi 200, 200 Quattro, 200 Quattro Wagon, V-8 Quattro

V-8 Quattro gets a five-speed manual transmission as a no-cost option and has permanently engaged awd and ABS with the V-8. Base sedan has lattice-styled 15-inch wheels; all-weather tires are optional. The Quattro sedan and wagon have more power; the 2.2-liter engine is now rated at 220 hp.

BENTLEY

Continental

Base engine 6.8-L V-8
Optional engines ..... none
Drive system ..... rwd
Body styles ..... convertible
Models ..... Continental Convertible

There is little change for '91.

Eight

Base engine 6.8-L V-8
Optional engines ..... none
Drive system ..... rwd
Body styles ..... 4-dr.
Models ..... Eight

Eight has little change for '91.

Mulsanne S

Base engine 6.8-L V-8
Optional engines ..... none
Drive system ..... rwd
Body styles ..... 4-dr.
Models ..... Mulsanne S

There is little change for '91.

Turbo R

Base engine 6.8-L V-8
Optional engines ..... none
Drive system ..... rwd
Body styles ..... 4-dr.
Models ..... Turbo R

There is little change for '91

BMW

3-Series

Base engine 1.8-L I-4
Optional engines 2.5-L I-6
Drive system ..... rwd, 4wd
Body styles ..... 2-dr., 4-dr., convertible
Models 318i, 318is, 325i, 325is, 325ix, M3

The new 318is coupe and 318i sedan bring the model count to nine. Both have an all-new 1.8-liter four-cylinder engine rated at 134 hp with four valves per cylinder. It is mated to a five-speed manual transmission. The new 318i sedan has ABS, power-assisted steering, central locking-power outside mirrors, air conditioning, power windows and driver-side air bag. The 318is coupe gets M-Technic suspension with anti-roll bars front and rear and sports-tuned shocks.

5-Series

Base engine 2.5-L I-6
Optional engines 3.5-L I-6, 3.6-L I-6
Drive system ..... rwd
Body styles ..... 4-dr.
Models 525i, 535i, M5

There is a restyled M5 sedan with a 3.6-liter 310-hp six-cylinder engine. Badges and discreet spoilers appear at its front and rear. There are smooth side sills. The M5 has 10-way power-adjustable front seats with increased lateral support. Rear passengers have contoured seats and a center console/storage compartment. The 535i sedan gets a four-speed automatic transmission and new 4.27 final-drive ratio. It retains its 3.5-liter engine. The 525i sedan gets more power: a 2.5-liter engine rated at 189 hp.

7 Series

Base engine 3.5-L I-6
Optional engines 5.0-L V-12
Drive system ..... rwd
Body styles ..... 4-dr.
Models 735i, 735iL, 750iL

All have four-speed automatic transmissions; 735i and 735iL, with six-cylinder engines, have new 4.27 final-drive ratios. The 750iL, with a 12-cylinder engine, has a 3.64 final-drive ratio.

850i

Base engine 5.0-L V-12
Optional engines ..... none
Drive system ..... rwd
Body styles ..... 2-dr.
Models 850i

The new top-of-the-line 850i coupe, which replaces the discontinued 6-series, has a sleek shape, a V-12 mated to a six-speed manual transmission, automatic stability control for slippery road conditions, an all-new chassis with an exclusive patented rear-suspension system and a luxurious interior with a new seat-integrated belt system. Utilizing the same engine as 750iL, the new 850i has a 5.0-liter, 296-hp V-12 engine.

BUICK

Century

Base engine 2.5-L Tech-4
Optional engines 3.3-L V-6
Drive system ..... fwd
Body styles ..... 2-dr., 4-dr., wagon
Models ..... Custom, Limited

Changes include new grille and front-end panel, new park and turn signal lenses and a revised taillamp design. Revised are the suspension and front brake rotors. New two-tone striping is standard on Limited sedans and wagons.

LeSabre

Base engine 3.8-L V-6
Optional engines ..... none
Drive system ..... fwd
Body styles ..... 2-dr., 4-dr.
Models ..... LeSabre, Custom, Limited

Structural improvements include lower rail reinforcements, new steering-column supports, and stiffer cowl bar and dash barrier. Also improved: ABS, a brake/transmission interlock, a new fuse system that packages all underhood fuses in one panel, and revised front-strut mounts.

Park Avenue

Base engine 3.8-L V-6
Optional engines ..... none
Drive system ..... fwd
Body styles ..... 4-dr.
Models ..... Park Avenue, Ultra

Introduced in July, the redesigned Park Avenue features the 3.8-liter V-6 engine with tuned-port injection and an electronically controlled four-speed automatic transmission; new dual automatic climate controls for driver and front passenger; body substantial reinforcement; and such convenience items as lighted mirrors in visors for rear passengers. Electra name is dropped.

Reatta

Base engine 3.8-L V-6
Optional engines ..... none
Drive system ..... fwd
Body styles ..... 2-dr., convertible
Models ..... Reatta

The advanced 3.8-liter V-6 with tuned port-injection and an electronically controlled automatic transmission become standard. The more powerful engine provides 170 hp. Also new are a new steering gear, more acoustical insulation, and standard Twilight Sentinel.

Regal

Base engine 3.1-L V-6
Optional engines 3.8-L V-6
Drive system ..... fwd
Body styles ..... 2-dr., 4-dr.
Models ..... Custom, Limited, Gran Sport

Regal coupe gets a fresh grille and front fascia with new park and turn signal lenses. Both the coupe and sedan (introduced in June) have 16-inch aluminum wheels, standard split front seat with storage armrest, and front bucket seats with center console standard on Gran Sport and optional on Limited. A new analog gauge cluster is standard on Limited and Gran Sport, as are woodgrain accents and revised door-panel trim. The 3.8-liter V-6 engine with turned-port injection, introduced earlier as an exclusive Regal option, becomes standard on Gran Sport and available on all other models.

Riviera

Base engine 3.8-L V-6
Optional engines ..... none
Drive system ..... fwd
Body styles ..... coupe
Models ..... Riviera

Power and performance are beefed up by a 3.8-liter V-6 with tuned-port injection coupled with an electronically controlled automatic transmission. Other changes include a new grille, a new steering gear and added acoustical insulation. ABS is standard.

Roadmaster

Base engine 5.0-L V-8
Optional engines 5.7-L V-8
Drive system ..... rwd
Body styles ..... sedan, wagon
Models ..... Roadmaster, Limited, Estate Wagon

Roadmaster returns to the lineup this fall with a completely redesigned Roadmaster Estate Wagon; an all-new sedan will debut next spring as a '92 model. The aerodynamic eight-passenger wagon has a fuel-injected V-8 delivering 170 hp. The sedan will seat six and have a 180-hp fuel-injected 5.7-liter V-8.

Skylark

Base engine ..... 2.5-L Tech 4
Optional engines 2.3-L Quad-4, 3.3-L V-6
Drive system ..... fwd
Body styles ..... 2-dr., 4-dr.
Models ..... Skylark, Custom, Gran Sport, Luxury Edition

A dual-resonator induction system reduces noise and vibration in the standard 2.5-liter Tech 4 engine. Optional 3.3-liter 160-hp V-6 and 2.3-liter Quad 4 engines are available for all. Standard on all are 14-inch wheels, replacing 13-inchers. ABS is optional on Gran Sport. Power door locks are standard on coupe and sedan.

CADILLAC

Allante

Base engine 4.5-L V-8
Optional engines ..... none
Drive system ..... fwd
Body styles ..... convertible
Models ..... Allante Convertible, Allante Convertible Hardtop

Suspension and steering refinements include a speed-dependent damping system and improved steering components. Engine operation is quieter due to an air-intake resonator. Platinum-tipped spark plugs increase gas and electrical erosion-resistance.

Brougham

Base engine 5.0-L V-8
Optional engines 5.7-L V-8
Drive system ..... rwd
Body styles ..... 4-dr.
Models ..... Brougham, Brougham d'Elegance

Cadillac's only rwd vehicle has improved power and handling. Both engines have added horsepower. Brougham has a new four-speed automatic transmission with overdrive and torque-converter clutch, a new electronic steering system and a new ride package.

Deville

Base engine 4.9-L V-8
Optional engines ..... none
Drive system ..... fwd
Body styles ..... 2-dr., 4-dr.
Models ..... Coupe DeVille, Sedan DeVille

Power is boosted via a 4.9-liter engine with sequential-port fuel injection. Front restyling includes a new hood and wider grille. New as standard are ABS; rear-window defogger with heated outside mirrors; child restraint seatbelt-locking device; 15-inch cast-aluminum wheels; EZ-Kool glass; automatic door locks; Twilight Sentinel; and central door unlocking.

Eldorado

Base engine 4.9-L V-8
Optional engines ..... none
Drive system ..... fwd
Body styles ..... 2-dr.

ncentives grow as Chrysler, Ford, imports fan the flames

ncis J. Gawronski
TIVE NEWS STAFF REPORTER

rysler Corp. and several im- extended buyer and dealer ntives last week, and Ford r Co. increased the consumer tes on some of its 1991 models. rysler's revised program, h runs through Dec. 16, offers l buyers of 1989-91 cars and s incentives of $300 to $3,000 nancing at annual percentage of 7.9 percent for 48 months 9 percent for 60 months.

cluded are the 1991 Dodge dow/Plymouth Sundance rica; Chrysler, Dodge and Ply- h minivans; Dodge/Plymouth Colt Vista; Dodge Ram minivan and wagon; and Jeep Cherokee.

Cash rebates on 1991 cars are: $1,000 on Dodge Dynasty; $750 on Chrysler Fifth Avenue, Imperial and New Yorker Salon; $500 on Dodge Spirit, Shadow, Daytona and Monaco; Plymouth Acclaim, Laser and Sundance; Chrysler LeBaron; and Eagle Premier and Talon; and $400 on Dodge and Plymouth Colt and Eagle Summit.

Rebates on 1991 trucks are: $3,000 on Jeep Grand Wagoneer; $750 on Ram conversion van and Ramcharger; $500 on Ram van, Ram light-duty (except diesel) and Jeep Wrangler; and $300 on Dodge Dakota and Jeep Comanche.

Cash rebates on 1989-90 Chrysler cars are: $2,500 on Dodge Monaco and Eagle Premier; $2,000 on Chrysler Fifth Avenue and Imperial; $1,500 on Chrysler LeBaron coupe; $1,300 on Dodge Dynasty, Daytona and Shadow; Plymouth Sundance; and Chrysler New Yorker Salon and New Yorker Landau.

Also, $1,000 on Dodge Spirit; Plymouth Acclaim and Laser; Chrysler LeBaron sedan; Dodge and Plymouth Colt and Vista; and Eagle Talon and Summit; and $500 on Chrysler Town and Country and LeBaron convertible.

Cash rebates on 1989-90 Chrysler trucks are: $3,000 on Jeep Grand Wagoneer; $2,500 on Jeep Cherokee; $2,000 on Ram light-duty (except diesel) and Ramcharger; $1,750 on Ram conversion van; $1,500 on Ram van, Ram wagon and Dakota; $1,000 on Power Ram 50 4x4 and Jeep Comanche; $750 on Ram 50 4x2; and $500 on Ram minivan, Jeep Wrangler, Dodge Grand Caravan and Plymouth Grand Voyager.

Rebates of $2,500 on Dodge Raider, $2,000 on Chrysler Conquest and $1,000 on Eagle Medallion are for 1989 models only.

On Sept. 27, Ford Motor announced a flat $500 consumer rebate on all 1991 Ford and Mercury cars and Ford trucks (except Bronco, $1,000). Last week, it increased payments to $750 on Ford Taurus and Thunderbird and Mercury Sable, Cougar and Grand Marquis and to $1,000 on Ford Ranger with manual transmission.

Ford also placed a customer cash rebate of $1,500 on 1990 Lincoln Town Car, Continental and Mark VII. Both programs run through Dec. 11.

Mitsubishi Motor Sales of America Inc. announced both consumer and dealer rebates on 1991, 1990 and 1989 cars and trucks in a program that ends Oct. 31.

The Mitsubishi payments vary by region, with all six paying dealer rebates on 1991 trucks and three paying cash on 1991 cars. The Southwest region is paying Mitsubishi's first consumer rebates on 1991 models — $1,000 on Montero.

Consumer rebates range from $500 to $2,000 on 1989 and 1990 cars and sport-utilities.

Dealer rebates are $500 to $2,500 per unit on 1989 and 1990 cars and sport-utilities, and $600 to $1,000 on 1989, 1990 and 1991 light trucks, vans and wagons.

Mitsubishi is offering incentives of $150, $300 and $500 to dealers on 1991 Mirage, Eclipse and Galant models, based on the number sold.

Nissan Motor Corp. in U.S.A. announced dealer rebates on 1990 cars and trucks and 1991 trucks. They run through the end of the year.

On the standard Sentra, Nissan is paying dealer rebates of $1,000 per unit sold in October, $750 in November and $500 in December. Other Sentras carry payments of $1,500 in October, $1,250 in November and $1,000 in December.

Payments to dealers on all 1990 Stanza models are $800 on the first unit sold, $1,000 on the second, $1,300 on the third and $1,500 on the fourth and above. Rebates on all 1990 Maxima models are $200 for the second and third units sold, $400 for the fourth and fifth and $700 for the sixth and above.

The 1990 240SX carries dealer payments of $1,000 for the first unit sold, $1,500 for the second and $2,000 for the third and above. Dealers receive $1,200 for every 1990 truck sold.

In a dealer program that covers all 1991 truck models and ends Jan. 4, 1991, Nissan is paying dealers $400 for the first unit sold, $500 for the second, $600 for the third, $700 for the fourth and $800 for the fifth and above.

American Suzuki Motor Corp.

see INCENTIVES, page 48

INCENTIVE WATCH
DEALER INCENTIVES

	Rebate	Expiration Date
sler Corp. (1989-91)		
rs & trucks	$250-1,000, quota	12/31
Motor Co. (1990)		
d cars	$700-1,400	12/11
Taurus SHO	$3,000	12/11
Trucks	$1,000-1,500	12/11
rcury	$1,000-1,500	12/11
(1990)		
0 Series	$3,000	12/31
dai (1990)	$150-500, quota	12/3
u (1990)		
pulse	$1,500	12/31
oper	$1,700	12/31
kup	$1,700	12/31
ubishi (1989-90)		
rs	$500-2,250	10/31
ntero	$2,000-2,500	10/31
cks	$600-1,000	10/31
ubishi (1991)		
rs	$150-500, based on number sold	10/31
ntero	$1,000	10/31
cks	$600-1,000, based on number sold	10/31
an (1990)		
ntra	$500-1,500	12/31
nza	$600-1,500, based on number sold	12/31
oima	$200-700, based on number sold	12/31
SX	$1,000-2,000, based on number sold	12/31
cks	$1,200	12/31
an (1991)		
cks	$400-800, based on number sold	1/4
eot (1989)		
5	$2,500-3,500	None
aru (1990)		
gacy	$1,500-2,500	11/2
i (1990)		
ift	$400-1,400, based on number sold	12/3
lekick	$1,000-2,000, based on number sold	12/3
i (1991)		
ift	$500-1,000, based on number sold	12/3
lekick	$1,000-2,000, based on number sold	12/3
da (1989-90)		
rcel, mry, rolla	$200-1,200, quota	11/2
da (1991)		
rolla, mry	$200-1,000, quota	11/2
swagen (1990)		
l	$500	12/31
	$500	None
rrado	$1,500	None

Some makers offer rebates to dealers on of 1989 and 1990 models. Most of those pro- are omitted from this table because of the number of these vehicles still in dealers'

INCENTIVE WATCH
CUSTOMER INCENTIVES

	Rebates	Expiration Date
Chrysler Corp. (1989-90)		
Chrysler	$500-2,000	12/16
Dodge cars	$1,000-2,500	12/16
Dodge trucks	$500-2,500	12/16
Eagle	$1,000-2,500	12/16
Jeep	$1,000-3,000	12/16
Plymouth	$1,000-1,300	12/16
Finance rate, in lieu of rebate, starts at 7.9 percent.		
Chrysler Corp. (1991)		
Chrysler	$500-750	12/16
Dodge cars	$400-1,000	12/16
Dodge trucks	$500-750	12/16
Eagle	$400-500	12/16
Jeep	$300-3,000	12/16
Plymouth	$400-500	12/16
Ford Motor Co. (1990)		
Lincoln	$1,500	12/11
Ford Motor Co. (1991)		
Ford cars	$500-750	12/11
Ford trucks	$500-1,000	12/11
Mercury	$500-750	12/11
Finance rate, in lieu of rebate, starts at 7.9 percent.		
General Motors (1990)		
Buick Reatta*	$3,000	12/12
Other Buick*	$250-1,000	12/12
Cadillac	$1,500	12/12
Chevrolet Geo	$500-1,250	12/12
Other cars	$500-1,000	12/12
Geo Tracker	$1,000	12/12
Other trucks	$500-1,000	12/12
Oldsmobile	$1,500-2,500	12/12
Pontiac	$500-1,000	12/12
*Based on option package selected All makes except Cadillac offer cut-rate financing in lieu of rebates.		
General Motors (1991)		
Buick Reatta*	$3,000	12/12
Other Buick*	$250-1,000	12/12
Cadillac Brougham	$1,500	12/12
Chevrolet Geo	$500-800	12/12
Other cars	$500-1,000	12/12
Geo Tracker	$500-1,000	12/12
Other trucks	$500-1,000	12/12
Oldsmobile	$500-1,500	12/12
Pontiac	$500-750	12/12
*Based on option package selected All makes except Cadillac offer cut-rate financing in lieu of rebates.		
Hyundai (1990)	$500-1,250	12/3
Mazda (1990)		
Cars	$750-1,500	11/2
MPV	$885-1,246 discount on option packages	11/2
Trucks	$750-1,000 discount on option package	11/2
Mitsubishi (1989-90)		
Cars	$500-2,000	10/31
Montero	$2,000	10/31
Montero (1991)	$1,000	10/31
Subaru (1990)		
Justy	$500-1,000	11/2
Loyale	$800-1,500	11/2

Note: Some makers offer rebates to buyers of 1988 and 1989 models. Those programs are omitted from this table because of the limited number of those vehicles still in dealers' hands.

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SALES

DOMESTIC CAR SALES MODEL YEAR 1990

	1990	1989
Talon	26,196	2,106
Premier	19,664	46,476
Total Eagle	**45,860**	**48,582**
Horizon	17,326	45,341
Laser	39,524	14,576
Sundance	63,246	90,637
Reliant	6,435	51,481
Acclaim	103,370	69,243
Caravelle	0	1,556
Gran Fury	0	4,123
Total Plymouth	**229,901**	**276,957**
LeBaron A/K	24,842	2,000
LeBaron J	62,993	88,465
LeBaron GTS	2,195	5,930
Fifth Ave. (rwd)	1,328	15,126
Fifth Ave. (fwd)	35,776	2,653
Imperial	10,985	0
New Yorker C	42,104	92,578
New Yorker E	0	406
Total Chrysler	**180,223**	**207,158**
Omni	17,792	45,933
Shadow	72,447	85,758
Monaco	8,909	0
Daytona	37,025	68,032
Aries	5,382	53,309
Lancer	1,547	4,172
Spirit	87,386	57,664
Diplomat	0	6,392
Dynasty	99,447	112,407
Dodge 600	0	1,752
Total Dodge	**329,935**	**435,419**
CHRYSLER MTRS	**785,919**	**968,116**
Escort	277,262	366,354
Mustang	120,486	172,218
Tempo	228,579	241,609
Taurus	316,906	360,237
Thunderbird	104,303	118,107
Probe	118,888	139,225
Crown Victoria	107,724	114,257
Total Ford Div.	**1,274,148**	**1,512,007**
Topaz	75,350	93,348
Sable	95,579	114,884
Cougar	77,511	97,246
Grand Marquis	103,104	117,186
Total Mercury	**351,544**	**485,357**
Continental	60,971	59,054
Town Car	141,157	117,806
Mark VII	21,468	27,030
Total Lincoln	**223,596**	**203,890**
Total L-M Div.	**575,140**	**689,247**
FORD MOTOR	**1,849,288**	**2,201,254**
Skyhawk	1,970	20,658
Somerset Skylark	87,101	60,935
Century	116,161	142,078
Regal	77,663	91,312
LeSabre	152,036	148,407
Reatta	7,022	7,911
Electra Park Ave.	56,005	81,959
Riviera	20,317	20,020
Total Buick	**518,275**	**573,280**
Cimarron	0	976
Allante	3,195	3,066
Seville	32,936	23,583
DeVille	163,542	177,922
Brougham	33,917	37,643
Eldorado	23,173	32,410
Total Cadillac	**256,763**	**275,600**
Geo Metro	27,063	0
Geo Prizm Nova	114,747	73,096
Cavalier	288,029	306,518
Camaro	78,654	110,034
Celebrity	34,459	194,830
Corsica Beretta	277,859	352,674
Lumina	223,327	62,893
Caprice	151,847	171,435
Corvette	22,590	23,975
Total Chevrolet	**1,218,575**	**1,295,455**
Firenza	0	1,218
Calais	96,553	100,581
Cutlass Ciera	133,006	215,579
Cutlass Supreme	104,321	107,747
88	104,310	148,173
98	49,769	70,486
Toronado	15,030	9,343
Total Oldsmobile	**502,989**	**653,127**
Fiero	0	4,477
Sunbird	112,600	97,447
Firebird	39,781	60,267
Grand Am	208,813	217,169
Pontiac 6000	50,903	77,556
Grand Prix	114,620	118,870
Bonneville H	69,322	94,761
Safari Parisienne	375	4,875
Total Pontiac	**596,414**	**675,422**
GENERAL MOTORS	**3,093,016**	**3,472,884**
Civic	194,071	173,001
Accord	267,546	218,108
HONDA	**461,617**	**391,109**
MX-6	21,297	8,291
626	30,030	0
MAZDA	**61,489**	**40,867**
MITSUBISHI	**45,141**	**21,576**
NISSAN	**102,255**	**102,080**
Corolla	126,174	72,670
Camry	202,203	105,790
TOYOTA	**328,377**	**178,460**
SUBARU	**7,226**	**0**
DOM. TOTAL	**6,734,328**	**7,376,346**

DOMESTIC CAR SALES

	Sept. 21 to Sept. 30 1990	Same Period 1989	Sept 1990	Same Month 1989	Jan. 1 to Sept. 30 1990	Same Period 1989
Talon	1,046	658	2,349	1,323	21,157	2,771
Premier	690	1,372	1,974	3,412	15,408	37,330
Total Eagle	**1,736**	**2,030**	**4,323**	**4,735**	**36,565**	**37,396**
Horizon	238	648	545	4,818	11,560	33,549
Laser	1,288	626	3,051	1,529	33,002	14,576
Sundance	2,249	2,370	5,438	8,610	46,742	67,831
Reliant	0	1,108	0	2,776	2,371	28,640
Acclaim	3,640	3,911	8,832	7,892	77,088	65,735
Caravelle	0	0	0	0	0	733
Gran Fury	0	0	0	0	0	1,443
Total Plymouth	**7,415**	**8,663**	**17,866**	**25,625**	**170,763**	**212,507**
LeBaron A	844	0	2,252	0	24,842	787
LeBaron J	2,065	3,497	4,915	7,227	46,502	67,474
LeBaron GTS	0	155	0	394	1,544	3,896
Fifth Avenue (rwd)	0	155	0	430	740	10,750
Fifth Avenue (fwd)	1,471	1,282	3,696	2,282	26,093	1,962
Imperial	411	0	996	0	8,759	0
New Yorker C	1,170	1,595	3,075	4,067	33,947	65,273
New Yorker E	0	0	0	0	0	237
Total Chrysler	**5,961**	**6,684**	**14,934**	**14,400**	**142,427**	**150,379**
Omni	239	657	518	4,646	11,397	33,790
Shadow	2,460	2,055	5,920	6,773	53,153	63,659
Monaco	1,091	0	2,485	0	8,909	0
Daytona	1,202	1,889	3,164	4,531	27,486	54,558
Aries	0	888	0	2,491	1,915	28,013
Lancer	0	111	0	265	1,081	2,647
Spirit	3,455	3,255	7,908	6,195	64,542	53,714
Diplomat	0	0	0	0	0	2,551
Dynasty	3,723	2,872	10,848	6,548	74,781	84,584
Dodge 600	0	0	0	0	0	808
Total Dodge	**12,170**	**11,727**	**30,843**	**31,449**	**243,264**	**324,324**
CHRYSLER MOTORS	**27,282**	**29,104**	**67,966**	**76,209**	**593,619**	**724,606**
Escort	10,695	16,504	28,444	32,309	216,876	273,149
Mustang	2,572	3,702	7,875	9,987	95,107	135,769
Tempo	11,991	6,822	21,153	16,496	173,316	173,163
Taurus	10,442	12,214	23,576	26,761	241,372	272,527
Thunderbird	4,012	4,316	8,217	10,979	81,261	97,603
Probe	2,360	4,232	5,361	10,032	92,347	107,109
Crown Victoria	4,279	3,145	11,488	8,437	87,767	88,128
Total Ford Div.	**46,351**	**50,935**	**106,114**	**115,001**	**988,046**	**1,147,448**
Topaz	3,553	3,884	6,368	7,164	58,672	69,054
Sable	3,299	3,593	7,054	8,116	73,831	89,214
Cougar	2,984	4,634	6,060	10,097	61,089	83,251
Grand Marquis	3,714	3,860	6,674	9,586	68,250	90,517
Total Mercury	**13,550**	**15,971**	**30,649**	**34,963**	**275,638**	**332,036**
Continental	1,994	1,867	4,965	3,951	46,892	42,362
Town Car	4,734	3,626	10,351	8,577	111,025	89,122
Mark VII	612	735	1,445	1,399	17,641	20,793
Total Lincoln	**7,340**	**6,228**	**16,761**	**13,927**	**175,558**	**152,277**
Total L-M Div.	**20,890**	**22,199**	**47,410**	**48,890**	**451,196**	**484,313**
FORD MOTOR CO.	**67,241**	**73,134**	**153,524**	**163,891**	**1,439,242**	**1,631,761**
Skyhawk	0	528	0	1,347	827	15,309
Somerset Skylark	3,211	2,317	6,994	4,633	73,229	49,853
Century	4,210	7,210	10,390	15,514	86,003	104,524
Regal	4,346	4,041	9,685	8,368	65,347	63,687
LeSabre	5,458	6,055	14,040	14,526	120,408	115,693
Reatta	176	296	491	647	5,273	6,156
Electra Park Ave.	2,576	3,368	6,537	8,377	40,974	62,590
Riviera	514	881	1,607	1,778	16,278	15,169
Total Buick	**20,491**	**24,696**	**49,744**	**55,190**	**408,339**	**432,981**
Cimarron	0	7	0	8	0	240
Allante	56	131	177	296	2,556	2,637
Seville	443	623	1,368	1,278	27,058	17,152
DeVille	6,535	8,950	16,809	19,684	121,984	132,829
Brougham	675	1,846	2,139	3,805	25,329	27,327
Eldorado	519	1,273	1,710	2,702	17,635	24,513
Total Cadillac	**8,228**	**12,830**	**22,203**	**27,773**	**194,562**	**204,698**
Geo Metro	2,499	0	5,863	0	26,898	0
Geo Prizm Nova	2,210	4,022	6,140	8,814	86,010	60,973
Cavalier	11,053	11,551	29,614	26,301	222,980	230,666
Camaro	2,543	2,607	7,216	6,168	66,269	83,084
Celebrity	396	2,468	1,034	5,869	27,402	134,739
Corsica Beretta	10,208	10,823	25,423	24,322	231,653	279,800
Lumina	7,208	5,956	16,237	13,290	173,155	60,977
Caprice	3,498	5,972	10,154	14,098	130,006	126,982
Corvette	469	1,330	941	2,909	17,807	19,145
Total Chevrolet	**40,084**	**44,729**	**102,622**	**101,771**	**982,180**	**996,366**
Firenza	0	0	0	0	0	12
Calais	2,760	4,186	7,988	9,463	77,562	76,263
Cutlass Ciera	5,114	11,226	13,453	26,936	108,080	165,794
Cutlass Supreme	4,205	4,191	11,426	10,415	81,224	76,801
88	3,185	4,997	9,182	12,185	80,067	114,114
98	1,200	2,202	3,130	5,327	38,038	53,940
Toronado	376	624	1,105	1,267	11,646	6,741
Total Oldsmobile	**16,840**	**27,426**	**46,284**	**65,593**	**396,617**	**493,665**
Fiero	0	0	0	0	0	1,961
Sunbird	2,269	3,158	9,701	7,981	86,223	75,614
Firebird	1,184	1,357	3,404	3,165	32,905	48,154
Grand Am	4,308	7,169	16,573	18,759	164,777	158,779
Pontiac 6000	2,674	2,142	5,411	5,474	37,960	54,738
Grand Prix	4,191	4,607	10,636	10,284	92,485	91,081
Bonneville H	2,645	3,668	6,957	8,833	52,166	70,486
Safari/Parisienne	0	157	0	341	0	3,616
Total Pontiac	**17,271**	**22,258**	**52,682**	**54,837**	**466,516**	**504,429**
GENERAL MOTORS	**102,914**	**131,939**	**273,535**	**305,164**	**2,448,214**	**2,632,139**
Civic	4,032	6,859	10,612	13,663	150,520	130,813
Accord	10,348	6,177	27,366	15,818	214,993	162,555
HONDA	**14,380**	**13,036**	**37,978**	**29,481**	**365,513**	**293,368**
MX-6	844	1,385	1,808	2,823	23,451	32,575
626	1,769	1	3,916	1	34,754	1
MAZDA	**2,613**	**1,386**	**5,724**	**2,824**	**61,316**	**32,576**
MITSUBISHI	**1,692**	**1,416**	**3,785**	**3,807**	**38,484**	**21,576**
NISSAN	**7,035**	**4,456**	**12,544**	**7,069**	**81,034**	**81,913**
Corolla	3,639	2,448	7,882	5,222	104,314	59,341
Camry	7,027	6,952	14,380	11,540	163,031	92,015
TOYOTA	**10,666**	**9,400**	**22,262**	**16,762**	**267,345**	**151,356**
SUBARU	**743**	**0**	**1,640**	**0**	**8,866**	**0**
DOMESTIC TOTAL	**234,566**	**263,871**	**578,958**	**605,207**	**5,303,033**	**5,569,295**
IMPORT TOTAL			**193,152**	**223,003**	**1,899,714**	**2,151,592**
INDUSTRY TOTAL			**772,110**	**828,210**	**7,202,747**	**7,720,887**

IMPORTED CAR SALES

	Sept 1990	Sept 1989	9 Mos. 1990	9 Mos. 1989
Acura	11,168	12,011	108,951	110,707
Alfa Romeo	385	305	2,617	2,496
Aston Martin*	5	5	45	45
Audi	2,507	2,182	17,008	15,870
BMW	5,148	4,401	46,584	49,887
Chevrolet/GEO	8,922	9,625	106,384	91,553
Chrysler	214	535	3,688	5,861
Daihatsu	914	1,501	8,721	10,869
Dodge	2,434	3,224	17,586	28,831
Eagle	1,005	1,917	11,334	19,752
Ferrari*	80	80	720	720
Ford	4,155	6,225	43,532	55,982
Honda	13,295	16,843	181,485	185,427
Hyundai	10,305	13,602	103,726	146,042
Infiniti	2,046	0	15,349	0
Isuzu	653	845	3,286	14,563
Jaguar	1,722	1,482	14,091	13,882
Lamborghini*	13	13	117	117
Lexus	5,268	4,554	45,414	4,554
Lotus*	27	27	243	243
Maserati*	20	20	180	197
Mazda	10,897	15,306	120,949	143,646
Mercedes-Benz	6,737	6,886	55,728	56,330
Mercury Merkur	5,752	4,849	28,720	56,375
Mitsubishi	5,706	5,694	81,186	56,014
Nissan	31,057	35,106	255,311	316,963
Peugeot	267	520	3,339	4,762
Plymouth	2,029	3,198	16,078	26,800
Pontiac	3,647	4,079	34,002	41,254
Porsche	559	656	7,100	7,332
Rolls/Bentley*	100	100	900	900
Saab	1,401	2,627	20,668	26,270
Sterling	282	418	3,138	4,544
Subaru	8,550	10,064	75,362	111,174
Suzuki	835	618	5,193	4,618
Toyota	24,743	34,731	278,753	347,300
Volkswagen	11,819	9,739	103,518	100,580
Volvo	8,119	8,038	73,606	80,807
Yugo	366	977	5,102	8,325
TOTAL	**193,152**	**223,003**	**1,899,714**	**2,151,592**

*Estimate

LIGHT TRUCK SALES

	Sept 1990	Sept 1989	9 Mos. 1990	9 Mos. 1989
Vans	10,257	13,536	117,118	133,037
Aerostar	12,300	13,945	140,426	150,607
Club Wagon	1,447	1,475	16,146	19,416
Ranger	23,199	23,710	220,756	231,924
Bronco	3,171	5,619	39,204	47,262
Bronco II/Explorer	16,843	10,191	123,478	83,358
Pickups	38,304	44,085	419,303	447,650
Ford	**105,521**	**112,561**	**1,076,431**	**1,095,254**
Vans	6,907	11,676	80,777	95,903
Sportsvan	369	491	6,871	7,996
Geo Tracker†	3,072	1,229	26,396	7,317
Astro	8,538	14,525	95,900	117,729
Lumina APV	6,857	0	52,278	68
S-10	23,819	26,942	164,270	182,188
S-10 Blazer	13,203	20,363	115,204	138,773
Blazer	1,128	2,298	13,194	17,101
Suburban	4,198	6,653	44,089	50,273
Pickups	34,905	49,717	383,420	422,223
Chevrolet	**102,996**	**133,894**	**983,683**	**1,039,571**
Pontiac Trans Sport	**2,707**	**0**	**23,961**	**0**
Olds Silhouette	**2,823**	**0**	**19,787**	**0**
Vans	3,931	3,962	44,550	55,263
Ram Wagon	1,119	1,708	17,625	19,331
Voyager	10,663	12,375	132,142	141,567
Caravan	10,915	13,929	147,867	153,843
Caravan C/V	295	898	9,257	11,120
Town & Country	229	292	2,207	850
Ram 50	817	2,601	9,113	22,934
Raider	0	1,183	1,092	6,945
Ramcharger	772	1,134	8,694	15,165
Dakota	5,705	7,360	58,462	68,435
Pickups	6,531	7,726	71,129	64,808
Chrysler	**40,977**	**53,168**	**502,138**	**560,261**
Vans	2,362	3,720	28,912	32,999
Safari	2,344	3,101	26,554	25,678
S-15 Sonoma	4,380	5,793	34,803	40,355
S-15 Jimmy	2,967	5,002	28,522	33,568
Jimmy	281	662	3,788	7,963
Suburban	1,716	2,316	18,808	17,628
Pickups	8,920	14,724	108,280	119,917
P Model	222	449	2,058	2,968
W-4	92	118	987	984
GMC	**23,284**	**35,885**	**252,712**	**279,060**
Wrangler	3,768	4,065	40,586	40,799
Wagoneer	331	634	2,636	5,052
Cherokee	10,950	14,195	94,801	121,695
Grand Wagoneer	561	951	5,109	8,287
Comanche	728	1,843	10,327	19,826
Jeep	**16,338**	**21,688**	**153,459**	**195,659**
Daihatsu	**328**	**0**	**3,697**	**0**
Isuzu*	**8,449**	**8,649**	**76,208**	**72,918**
Mazda*	**9,092**	**9,268**	**95,412**	**90,408**
Mitsubishi	**1,756**	**2,939**	**31,254**	**28,371**
Nissan*	**15,743**	**8,660**	**135,711**	**125,527**
Range Rover	**402**	**414**	**3,354**	**3,562**
Suzuki*	**841**	**2,368**	**10,965**	**19,787**
Toyota	**21,180**	**22,621**	**211,213**	**202,453**
Volkswagen	**456**	**286**	**5,466**	**4,077**
Imports	**58,257**	**55,205**	**573,280**	**547,1**
Industry Total	**352,903**	**412,401**	**3,585,451**	**3,716,9**

*Includes domestic vehicles †Includes imported Tracker

Sales charts compiled by Karen Dietk

IMPORTED CAR SALES MODEL YEAR 1990

	1990	1989
Acura	140,305	140,713
Alfa Romeo	3,036	3,306
Aston Martin	60	60
Audi	22,421	20,478
BMW	61,578	69,960
Chevrolet/GEO	133,136	103,899
Chrysler	5,777	7,562
Daihatsu	12,970	13,763
Dodge	25,448	39,570
Eagle	14,610	26,632
Ferrari	960	960
Ford	56,878	59,161
Honda	247,627	262,628
Hyundai	140,945	201,358
Infiniti	17,115	0
Isuzu	5,019	19,223
Jaguar	19,176	19,696
Lamborghini	156	156
Lexus	57,162	4,554
Lotus	324	324
Maserati	240	240
Mazda	171,463	221,476
Mercedes-Benz	75,112	76,152
Mercury/Merkur	39,075	55,015
Mitsubishi	119,126	77,166
Nissan	356,693	407,082
Peugeot	4,631	6,372
Plymouth	23,794	36,140
Pontiac	37,389	59,236
Porsche	9,244	10,609
Rolls/Bentley	1,200	1,200
Saab	25,974	34,901
Sterling	4,501	5,951
Subaru	100,299	150,701
Suzuki	6,584	5,352
Toyota	526,197	549,793
Volkswagen	132,511	136,518
Volvo	95,419	102,625
Yugo	7,353	13,864
TOTAL	**2,701,508**	**2,944,396**

*—Estimate

LIGHT TRUCKS MODEL-YEAR 1990

	1990	1989
Vans	150,313	176,961
Aerostar	177,949	192,685
Club Wagon	22,296	27,065
Ranger	290,957	273,336
Bronco	54,503	62,913
Bronco II		
Explorer	149,110	111,108
Pickups	538,040	589,772
Ford	**1,383,168**	**1,433,840**
Vans	101,156	120,240
Sportsvan	9,217	10,402
Geo Tracker	30,540	9,448
Astro	122,112	150,136
Lumina APV	61,986	68
S-10	210,773	241,866
S-10 Blazer	155,122	193,092
El Camino	1,284	0
Blazer	18,909	24,597
Suburban	59,244	68,414
Pickups	486,796	552,294
Chevrolet	**1,257,139**	**1,370,557**
Pontiac		
Trans Sport	**27,187**	**0**
Olds Silhouette	**21,909**	**0**
Vans	57,099	69,788
Ram Wagon	22,349	25,292
Voyager	175,518	184,694
Caravan	200,450	203,786
Caravan C/V	11,287	14,913
Town & Country	3,051	968
Ram 50	15,146	31,939
Raider	3,597	9,703
Ramcharger	12,502	19,993
Dakota	79,321	88,673
Pickups	96,741	82,642
Chrysler	**677,061**	**732,391**
Vans	36,447	42,014
Safari	32,557	32,430
S-10/Sonoma	47,049	53,003
S-15 Jimmy	39,804	46,388
Jimmy	5,548	7,036
Suburban	24,831	23,393
Pickups	137,024	153,938
P Model	2,786	3,743
W-4	1,394	1,403
GMC	**327,440**	**363,348**
Wrangler	50,513	51,788
Wagoneer	4,121	7,673
Cherokee	129,224	163,236
Grand Wagoneer	7,537	12,338
Comanche	15,575	27,399
Jeep	**206,970**	**262,434**
Daihatsu	**3,862**	**0**
Isuzu*	**127,655**	**98,154**
Mazda	**127,450**	**81,047**
Mitsubishi	**47,529**	**40,028**
Nissan*	**164,687**	**157,347**
Range Rover	**13,645**	**4,462**
Suzuki	**15,671**	**26,334**
Toyota	**211,213**	**229,209**
Volkswagen	**6,515**	**5,147**
Imports	**718,227**	**641,728**
Industry Total	**4,619,101**	**4,804,298**

*Includes import and domestic trucks

SALES

FROM PAGE 1

the United States, 100,051 units ahead of the Ford Taurus.

"Model year 1991 will not change," predicts auto analyst Lee McMillan of Marxman Management & Research in Northbrook, Ill. "The Japanese models will continue to sell," particularly if oil prices continue to rise due to the crisis in the Middle East.

Sales of domestic and imported cars and trucks in the 1990 model year totaled 14,054,937, a 7.08 percent decline from the 1989 model year. Domestic car sales were off 8.70 percent, and import car sales were off 8.25 percent, for a combined loss of 8.57 percent. Combined import and domestic truck sales fell 3.85 percent.

Due to an 8.8 percent drop in vehicle sales, General Motors' share of the car and truck market slipped to 34.8 percent from 35.5 percent in 1989. Ford's sales were off 11.2 percent, and its market share dropped to 23.7 percent from 24.8 percent. Chrysler's 16.1 percent sales decrease put its market share at 12.4 percent, compared to 13.7 percent last year.

All major Japanese makers, led by Toyota with an 8 percent share, made gains in market share.

"The Japanese have a good image," said Bill Vanderbok, director of research for Plog Automotive Research in Reseda, Calif. "But almost every domestic nameplate and many of the Europeans carry an image burden."

For the last 10 days of September, domestic vehicle sales were down 14.3 percent from a year ago. For all of September, combined import and domestic vehicle sales were off 9.32 percent; and for the first nine months of this year, domestic and import vehicle sales were down 5.68 percent from 1989.

TOP 10 CARS, 1990 MODEL YEAR

	Sales
1 Accord	416,957
2 Taurus	316,906
3 Cavalier	288,029
4 Camry	278,086
5 Corsica/Beretta	277,859
6 Escort	277,262
7 Civic	255,159
8 Tempo	228,579
9 Lumina	223,327
10 Corolla	221,947

Source: Automotive News Data Center

DOMESTIC Market Shares

	September Sales	Pct. of Total
Subcompact	79,384	13.71
Compact	174,470	30.14
Intermediate	221,342	38.23
Standard	102,153	17.64
Specialty	1,609	0.28
TOTAL	578,958	100.00

DOMESTIC Market Shares

	Model Year 1990 Sales	Pct. of Total
Subcompact	971,517	14.43
Compact	1,990,667	29.56
Intermediate	2,558,140	37.99
Standard	1,181,197	17.54
Specialty	32,807	0.49
TOTAL	**6,734,328**	**100.00**

U.S. CAR SALES BY MARKETING UNITS

(Domestic totals include captive imports. Import totals include transplants and all corporate divisions.)

	Sept 1990	Sept 1989	Percent Share
Alfa Romeo	385	305	0.0
Aston Martin*	5	5	0.0
Am. Honda	62,441	58,335	8.1
BMW	5,148	4,401	0.7
Buick	49,744	55,190	6.4
Cadillac	22,203	27,773	2.9
Chevrolet	111,544	111,396	14.4
Chrysler	15,148	14,935	2.0
Daihatsu	914	1,501	0.1
Dodge	33,277	34,673	4.3
Eagle	5,328	6,652	0.7
Ferrari*	80	80	0.0
Ford	110,269	121,226	14.3
Hyundai	10,305	13,602	1.3
Isuzu	653	845	0.1
Jaguar	1,722	1,482	0.2
Lamborghini*	13	13	0.0
Lincoln	16,761	13,927	2.2
Lotus*	27	27	0.0
Maserati*	20	20	0.0
Mazda	16,621	18,130	2.2
Mercedes	6,737	6,886	0.9
Mercury	36,401	39,812	4.7
Mitsubishi	9,491	9,501	1.2
Nissan Motor	45,647	42,175	5.9
Oldsmobile	46,284	65,593	6.0
Peugeot	267	520	0.0
Plymouth	19,895	28,823	2.6
Pontiac	56,329	58,916	7.3
Porsche	559	656	0.1
Rolls/Bentley*	100	100	0.0
Saab	1,401	2,627	0.2
Sterling	282	418	0.0
Subaru	10,190	10,064	1.3
Suzuki	835	618	0.1
Toyota Motor	52,273	56,047	6.8
Volvo	8,119	8,038	1.1
VWoA	14,326	11,921	1.9
Yugo	366	977	0.0
TOTAL	**772,110**	**828,210**	**100.0**
GM	**286,104**	**318,868**	**37.1**
FORD	**163,431**	**174,965**	**21.2**
CHRYSLER	**73,648**	**85,083**	**9.5**
JAPANESE	**199,065**	**197,216**	**25.8**
EUROPEAN	**39,557**	**38,476**	**5.1**
KOREAN	**10,305**	**13,602**	**1.3**

*Estimate. Big 3 totals include their captive imports.

MARKETING UNITS MODEL YEAR 1990

	1990	1989
Acura	140,305	140,713
Alfa Romeo	3,036	3,306
Aston Martin*	60	60
Audi	22,421	20,478
BMW	61,578	69,960
Buick	518,275	573,280
Cadillac	256,763	275,600
Chevrolet	1,351,711	1,399,354
Chrysler	186,000	214,720
Daihatsu	12,970	13,763
Dodge	355,383	474,989
Eagle	60,470	75,214
Ferrari*	960	960
Ford	1,331,026	1,571,168
Honda	709,244	653,737
Hyundai	140,945	201,358
Infiniti	17,115	0
Isuzu	5,019	19,223
Jaguar	19,176	19,696
Lamborghini*	156	156
Lexus	57,162	4,554
Lincoln	223,596	203,890
Lotus*	324	324
Maserati	240	240
Mazda	232,952	262,343
Mercedes	75,112	76,152
Mercury	390,619	540,372
Mitsubishi	164,267	98,742
Nissan	458,948	509,162
Oldsmobile	502,989	653,127
Peugeot	4,631	6,372
Plymouth	253,695	313,097
Pontiac	633,803	734,658
Porsche	9,244	10,609
Rolls/Bentley*	1,200	1,200
Saab	25,974	34,901
Sterling	4,501	5,951
Subaru	107,525	150,701
Suzuki	6,584	5,352
Toyota	854,574	728,253
Volvo	95,419	102,625
VW	132,511	136,518
Yugo	7,353	13,864
TOTAL	**9,435,836**	**10,320,742**
GM	**3,263,541**	**3,636,019**
Ford	**1,945,241**	**2,315,430**
Chrysler	**855,548**	**1,076,020**
Japanese	**2,766,665**	**2,586,543**
European	**463,896**	**503,372**
Korean	**140,945**	**201,358**

*Estimate

U.S. CAR AND LIGHT-TRUCK SALES, 9 MONTHS — 1990 vs. 1989 (ranked by car and light-truck total sales)

Company	Car Sales 1990	Car Sales 1989	1990 Share	1989 Share	Truck Sales 1990	Truck Sales 1989	1990 Share	1989 Share	Car & Truck Totals 1990	Car & Truck Totals 1989	% Share of Total Car & Truck Market 1990	% Share of Total Car & Truck Market 1989	Changes Share (Points)	Changes Sales (Percent)
Ford	1,031,578	1,203,430	14.3	15.6	1,076,431	1,095,254	30.0	29.5	2,108,009	2,298,684	19.5	20.1	- 55.7	- 8.3
Chevrolet	1,088,564	1,087,919	15.1	14.1	983,683	1,039,571	27.4	28.0	2,072,247	2,127,490	19.2	18.6	60.8	- 2.6
Toyota	546,098	498,656	7.6	6.5	211,213	202,453	5.9	5.4	757,311	701,109	7.0	6.1	89.0	8.0
Dodge	260,850	353,155	3.6	4.6	367,789	417,844	10.3	11.2	628,639	770,999	5.8	6.7	- 91.4	- 18.5
Honda	546,998	478,795	7.6	6.2	—	—	—	—	546,998	478,795	5.1	4.2	88.4	14.2
Pontiac	500,518	545,683	6.9	7.1	23,961	0	0.7	0.0	524,479	545,683	4.9	4.8	9.1	- 3.9
Nissan	336,345	398,876	4.7	5.2	135,711	125,527	3.8	3.4	472,056	524,403	4.4	4.6	- 20.9	- 10.0
Oldsmobile	396,617	493,665	5.5	6.4	19,787	0	0.6	0.0	416,404	493,665	3.9	4.3	- 45.6	- 15.7
Buick	408,339	432,981	5.7	5.6	—	—	—	—	408,339	432,981	3.8	3.8	0.0	- 5.7
Plymouth	186,841	239,307	2.6	3.1	132,142	141,567	3.7	3.8	318,983	380,874	3.0	3.3	- 37.3	- 16.2
Mercury	304,358	388,411	4.2	5.0	—	—	—	—	304,358	388,411	2.8	3.4	- 57.5	- 21.6
Mazda	182,265	176,222	2.5	2.3	95,412	90,408	2.7	2.4	277,677	266,630	2.6	2.3	24.3	4.1
GMC	—	—	—	—	252,712	279,060	7.0	7.5	252,712	279,060	2.3	2.4	- 9.7	- 9.4
Cadillac	194,562	204,698	2.7	2.7	—	—	—	—	194,562	204,698	1.8	1.8	1.4	- 5.0
Lincoln	175,558	152,277	2.4	2.0	—	—	—	—	175,558	152,277	1.6	1.3	29.6	15.3
Jeep	—	—	—	—	153,459	195,659	4.3	5.3	153,459	195,659	1.4	1.7	- 28.8	- 21.6
Mitsubishi	119,670	77,590	1.7	1.0	31,254	28,371	0.9	0.8	150,924	105,961	1.4	0.9	47.3	42.4
Chrysler	146,115	156,240	2.0	2.0	2,207	850	0.1	0.0	148,322	157,090	1.4	1.4	0.1	- 5.6
Volkswagen	103,518	100,580	1.4	1.3	5,466	4,077	0.2	0.1	108,984	104,657	1.0	0.9	9.5	4.1
Acura	108,951	110,707	1.5	1.4	—	—	—	—	108,951	110,707	1.0	1.0	4.2	- 1.6
Hyundai	103,726	146,042	1.4	1.9	—	—	—	—	103,726	146,042	1.0	1.3	- 31.5	- 29.0
Subaru	84,228	111,174	1.2	1.4	—	—	—	—	84,228	111,174	0.8	1.0	- 19.1	- 24.2
Isuzu	3,286	14,563	0.0	0.2	76,208	72,918	2.1	2.0	79,494	87,481	0.7	0.8	- 2.8	- 9.1
Volvo	73,606	80,807	1.0	1.0	—	—	—	—	73,606	80,807	0.7	0.7	- 2.4	- 8.9
Mercedes-Benz	55,728	56,300	0.8	0.7	—	—	—	—	55,728	56,330	0.5	0.5	2.4	- 1.1
Eagle	47,899	57,148	0.7	0.7	—	—	—	—	47,899	57,148	0.4	0.5	- 5.6	- 16.2
BMW	46,584	49,887	0.6	0.6	—	—	—	—	46,584	49,887	0.4	0.4	- 0.4	- 6.6
Lexus	45,414	4,554	0.6	0.1	—	—	—	—	45,414	4,554	0.4	0.0	38.1	0.0
Saab	20,668	26,270	0.3	0.3	—	—	—	—	20,668	26,270	0.2	0.2	- 3.8	- 21.3
Audi	17,008	15,870	0.2	0.2	—	—	—	—	17,008	15,870	0.2	0.1	1.9	7.2
Suzuki	5,193	4,618	0.1	0.1	10,965	19,787	0.3	0.5	16,158	24,405	0.1	0.2	- 6.4	- 33.8
Infiniti	15,349	0	0.2	0.0	—	—	—	—	15,349	0	0.1	0.0	14.2	0.0
Jaguar	14,091	13,882	0.2	0.2	—	—	—	—	14,091	13,882	0.1	0.1	0.9	- 1.5
Daihatsu	8,721	10,869	0.1	0.1	3,697	0	0.1	0.0	12,418	10,869	0.1	0.1	2.0	14.3
Porsche	7,100	7,332	0.1	0.1	—	—	—	—	7,100	7,332	0.1	0.1	0.2	- 3.2
Yugo	5,102	8,325	0.1	0.1	—	—	—	—	5,102	8,325	0.0	0.1	- 2.5	- 38.7
Range Rover	—	—	—	—	3,354	3,562	0.1	0.1	3,354	3,562	0.0	0.0	0.0	- 5.8
Peugeot	3,339	4,762	0.0	0.1	—	—	—	—	3,339	4,762	0.0	0.0	- 1.1	- 29.9
Sterling	3,138	4,544	0.0	0.1	—	—	—	—	3,138	4,544	0.0	0.0	- 1.1	- 30.9
Alfa Romeo	2,617	2,496	0.0	0.0	—	—	—	—	2,617	2,496	0.0	0.0	0.2	4.8
Rolls/Bentley*	900	900	0.0	0.0	—	—	—	—	900	900	0.0	0.0	0.0	0.0
Ferrari*	720	720	0.0	0.0	—	—	—	—	720	720	0.0	0.0	0.0	0.0
Lotus*	243	243	0.0	0.0	—	—	—	—	243	243	0.0	0.0	0.0	0.0
Maserati	180	197	0.0	0.0	—	—	—	—	180	197	0.0	0.0	0.0	- 8.6
Lamborghini*	117	117	0.0	0.0	—	—	—	—	117	117	0.0	0.0	0.0	0.0
Aston Martin*	45	45	0.0	0.0	—	—	—	—	45	45	0.0	0.0	0.0	0.0
TOTAL	**7,202,747**	**7,720,887**	**100.0**	**100.0**	**3,585,451**	**3,716,908**	**100.0**	**100.0**	**10,788,198**	**11,437,795**	**100.0**	**100.0**	—	**- 5.7**
TOTAL BIG 3	**4,741,799**	**5,314,914**	**65.8**	**68.8**	**3,012,171**	**3,169,805**	**84.0**	**85.3**	**7,753,970**	**8,484,719**	**71.9**	**74.2**	**230.7**	**- 8.6**
TOTAL EUROPE	**354,704**	**373,307**	**4.9**	**4.8**	**8,820**	**7,639**	**0.2**	**0.2**	**363,524**	**380,946**	**3.4**	**3.3**	**3.9**	**- 4.6**
TOTAL ASIA	**2,106,244**	**2,032,666**	**29.2**	**26.3**	**564,460**	**539,464**	**15.7**	**14.5**	**2,670,704**	**2,572,130**	**24.8**	**22.5**	**226.8**	**3.8**
GM	2,588,600	2,764,946	35.9	35.8	1,280,143	1,318,631	35.7	35.5	3,868,743	4,083,577	35.9	35.7	15.8	- 5.3
Ford	1,511,494	1,744,118	21.0	22.6	1,076,431	1,095,254	30.0	29.5	2,587,925	2,839,372	24.0	24.8	- 83.6	- 8.9
Chrysler	641,705	805,850	8.9	10.4	655,597	755,920	18.3	20.3	1,297,302	1,561,770	12.0	13.7	- 162.9	- 16.9
Honda/Acura	655,949	589,502	9.1	7.6	0	0	0.0	0.0	655,949	589,502	6.1	5.2	92.6	11.3
Nissan/Infiniti	351,694	398,876	4.9	5.2	135,711	125,527	3.8	3.4	487,405	524,403	4.5	4.6	- 6.7	- 7.1
Toyota/Lexus	591,512	503,210	8.2	6.5	211,213	202,453	5.9	5.4	802,725	705,663	7.4	6.2	127.1	13.8
VW/Audi	120,526	116,450	1.7	1.5	5,466	4,077	0.2	0.1	125,992	120,527	1.2	1.1	11.4	4.5

*Estimate

PRODUCTION

Car build in Sept. is 20-year low

By Anne E. Wright
AUTOMOTIVE NEWS CHIEF STATISTICIAN

September auto production in the United States was the lowest for that month since 1970.

U.S. automakers assembled 536,339 cars, the lowest for that month since the 478,322 total of 20 years ago. September production rose 2.44 percent above the prior month but fell 6.84 percent below the year-ago month.

Auto production in the third quarter was 1,427,593. It trailed the second quarter by 18.04 percent but was 2.48 percent above third quarter of 1989.

So far this year, manufacturers hold the following shares of 1990 car production:

General Motors, 44.31 percent; Ford Motor Co., 23.16 percent; Chrysler Corp., 11.57 percent; Honda of America Manufacturing Inc., 7.05 percent; Toyota Motor Manufacturing U.S.A. Inc., 3.54 percent; New United Motor Manufacturing Inc., 3.23 percent; Mazda Motor Manufacturing (USA) Corp., 2.87 percent; Diamond-Star Motors Corp., 2.40 percent; Nissan Motor Manufacturing Corp. U.S.A., 1.40 percent; and Subaru-Isuzu Automotive Inc., 0.47 percent.

Domestic truck producers built 318,680 units in September, 0.52 percent below the prior month and 3.00 percent above the year-ago month.

Truck assembly in the third quarter was 901,232 units, 21.14 percent below the second quarter, and 1.58 percent above the third quarter of 1989.

Canadian auto producers assembled 79,704 cars in September, 2.40 percent above the prior month and 4.34 percent below the year-ago month.

September car production was the lowest for that month since 1987 when 65,253 were produced.

In the third quarter, Canadian automakers assembled 231,055 cars, the highest third quarter since 1985 when 250,645 units were produced.

Third-quarter production rose 14.38 percent above the third quarter 1989 and fell 21.49 percent below the second quarter of 1990.

Canadian truck production in September was 59,018, 9.49 percent above the prior month and 27.94 percent below the year-ago month.

September truck production was the lowest for that month since 1987 when 148,473 units were produced.

Third-quarter Canadian truck production was 150,687, down 38.63 percent from the second quarter and down 20.99 percent from the year-ago quarter.

U.S. CAR

	Week Ended Oct. 6, 1990	Week Ended Sept. 29, 1990	Sept Total	Jan 1 to Oct. 6, 1990	Jan 1 to Oct. 7, 1989
Horizon	0	0	0	4,327	23,906
Sundance	2,400	2,643	9,127	66,987	80,175
Acclaim	3,700	3,482	13,428	87,025	97,159
Total Plymouth	**6,100**	**6,125**	**22,555**	**158,339**	**201,240**
LeBaron A	0	0	0	8,071	0
LeBaron J	900	1,408	5,322	40,455	80,293
LeBaron GTS	0	0	0	0	2,946
N. Yorker C-Class	600	716	2,586	30,500	65,334
Fifth Avenue	1,000	1,133	4,660	26,560	17,302
Imperial	400	493	1,706	14,708	312
Total Chrysler	**2,900**	**3,750**	**14,274**	**120,294**	**166,187**
Omni	0	0	0	4,078	25,311
Daytona	600	944	3,538	26,972	63,229
Shadow	2,300	2,743	9,685	74,961	77,404
Dynasty	2,700	2,969	11,815	90,941	102,057
Lancer	0	0	0	0	1,528
Spirit	3,000	3,430	11,725	78,544	84,405
Total Dodge	**8,600**	**10,086**	**36,763**	**275,496**	**353,934**
CHRYSLER MOTORS	**17,600**	**19,961**	**73,592**	**554,129**	**721,361**
Escort	8,218	8,015	27,606	184,623	262,477
Mustang	3,682	3,594	10,086	102,665	157,200
Tempo	3,191	3,286	9,186	102,252	115,230
Taurus	7,946	3,736	22,091	268,199	276,586
Thunderbird	2,921	0	9,457	90,794	115,889
Total Ford Div.	**25,958**	**18,631**	**78,426**	**748,533**	**927,382**
Topaz	1,219	1,124	2,770	38,399	54,058
Cougar	2,704	0	6,290	61,085	98,569
Sable	2,534	1,504	7,223	82,392	91,185
Total Mercury	**6,457**	**2,628**	**16,283**	**181,876**	**243,812**
Continental	1,210	1,169	4,641	46,371	49,093
Mark VII	213	205	813	15,883	15,864
Town Car	2,842	2,750	10,912	116,964	93,282
Total Lincoln	**4,265**	**4,124**	**16,366**	**179,218**	**158,239**
Total L-M Div.	**10,722**	**6,752**	**32,649**	**361,094**	**402,051**
FORD MOTOR CO.	**36,680**	**25,383**	**111,075**	**1,109,627**	**1,329,433**
Skyhawk	0	0	0	0	6,913
Skylark/Somerset	2,195	2,329	7,971	70,804	47,908
Century	2,388	2,052	7,803	53,369	101,850
Riviera	610	483	1,793	17,254	14,869
Electra/Park Ave.	3,040	2,866	10,847	42,970	61,781
LeSabre (fwd)	3,495	3,390	12,735	124,819	117,472
LeSabre (rwd)	0	0	0	4,022	5,600
Reatta	0	0	0	5,277	4,592
Total Buick	**11,728**	**11,120**	**41,149**	**318,515**	**360,985**
Eldorado	631	520	1,856	16,516	22,625
Seville	511	511	1,849	26,975	16,613
Brougham (rwd)	1,088	1,102	3,803	24,501	42,358
DeVille (fwd)	3,936	3,935	14,658	124,963	141,654
Allante	88	89	194	2,935	2,392
Total Cadillac	**6,254**	**6,157**	**22,360**	**195,890**	**225,642**
Cavalier	9,572	9,129	34,133	262,948	278,495
Camaro	2,053	1,992	7,801	58,427	79,653
Celebrity	0	0	0	0	70,720
Corsica/Beretta	6,055	6,164	23,490	221,723	298,180
Caprice	0	0	16,801	181,868	137,706
Corvette	630	753	2,461	18,332	19,336
Total Chevrolet	**18,310**	**18,038**	**84,686**	**743,298**	**884,090**
Calais	2,293	2,130	8,335	79,605	70,093
Cutlass Ciera	1,278	1,498	5,657	56,807	68,102
Cutlass Supreme	2,113	2,544	9,405	73,101	83,557
Toronado	372	338	1,129	12,093	7,099
88 (fwd)	2,394	2,141	8,444	80,487	107,175
88 (rwd)	0	0	0	1,223	6,100
98	1,264	837	1,733	35,948	55,757
Total Oldsmobile	**9,714**	**9,488**	**34,703**	**339,264**	**397,883**
Sunbird	4,000	3,640	14,409	125,347	111,902
Grand Am	5,280	5,630	19,472	165,404	185,534
Firebird	1,198	1,168	4,216	34,518	44,323
Grand Prix	3,210	3,434	13,064	94,006	99,335
Pontiac 6000	1,278	1,502	5,766	44,378	64,032
Bonneville	1,426	2,050	7,033	61,373	73,180
Safari/Parisienne	0	0	0	0	2,691
Total Pontiac	**16,392**	**17,424**	**63,960**	**525,026**	**580,997**
Total Saturn*	**150**	**150**	**1,075**	**1,725**	**0**
GENERAL MOTORS	**62,548**	**62,377**	**247,933**	**2,123,718**	**2,449,597**
DIAMOND-STAR	**4,117**	**3,263**	**13,166**	**115,155**	**58,965**
HONDA	**10,255**	**8,754**	**33,075**	**337,742**	**285,044**
Civic	1,612	1,373	5,013	84,570	103,504
Accord	8,643	7,381	28,062	253,172	181,540
MAZDA†	**4,577**	**3,999**	**15,583**	**137,316**	**157,617**
NISSAN	**2,450**	**2,919**	**9,684**	**66,935**	**91,628**
NUMMI	**4,000**	**3,810**	**12,620**	**154,825**	**154,497**
Corolla	2,000	1,896	6,332	77,970	62,381
Geo Prizm/Nova	2,000	1,914	6,288	76,855	92,116
SUBARU-ISUZU	**950**	**888**	**3,117**	**22,580**	**0**
TOYOTA	**4,430**	**4,324**	**16,494**	**169,383**	**107,497**
TOTAL CARS, U.S.	**147,607**	**135,678**	**536,339**	**4,791,410**	**5,355,639**
TOTAL CARS, CANADA	**26,487**	**24,529**	**79,704**	**800,293**	**742,372**
U.S., CANADA CARS	**174,094**	**160,207**	**616,043**	**5,591,703**	**6,098,011**
U.S., CANADA CARS AND TRUCKS	**270,407**	**257,479**	**993,741**	**9,288,323**	**10,078,647**

Monthly estimates may contain error of one or two units due to rounding.
†Total includes MX-6, 626, and Ford Probe *Estimated

CANADIAN CAR

	Week Ended Oct. 6, 1990	Week Ended Sept. 29, 1990	Sept Total	Jan 1 to Oct. 6, 1990	Jan 1 to Oct. 7, 1989
Monaco	640	0	335	7,866	0
Premier	380	0	1,932	9,789	28,269
CHRYSLER MOTORS	**1,020**	**0**	**2,267**	**17,655**	**28,269**
Tempo	3,330	2,753	5,248	89,079	100,084
Topaz	1,420	1,157	2,233	33,779	42,542
Crown Victoria	2,706	2,845	8,113	92,686	91,174
Grand Marquis	3,026	2,668	7,404	85,349	98,412
FORD MOTOR CO.	**10,482**	**9,423**	**22,998**	**300,893**	**332,212**
Celebrity	0	0	0	20,319	17,116
Cutlass Ciera	1,780	1,775	4,517	59,783	98,233
Lumina	5,500	5,432	20,861	168,528	122,009
Regal	2,500	2,580	10,230	75,571	62,128
GENERAL MOTORS	**9,780**	**9,787**	**35,608**	**324,201**	**299,486**
CAMI*	**850**	**850**	**3,400**	**7,650**	**0**
HONDA	**2,140**	**2,322**	**6,293**	**80,038**	**64,204**
HYUNDAI	**825**	**734**	**2,713**	**17,645**	**0**
TOYOTA	**1,250**	**1,283**	**4,005**	**46,118**	**12,011**
VOLVO	**140**	**130**	**420**	**6,093**	**6,190**
TOTAL CARS, CANADA	**26,487**	**24,529**	**79,704**	**800,293**	**742,372**

U.S. TRUCK

Caravan	1,100	1,288	2,909	71,071	81,869
Dakota	1,700	2,200	7,749	55,803	74,226
Caravan C/V	0	0	0	4,171	5,295
Ram pickups	2,100	3,285	11,582	82,310	74,290
Total Dodge	**4,900**	**6,773**	**22,240**	**213,355**	**235,680**
Cherokee	3,800	3,913	13,883	121,467	170,661
Comanche	300	352	1,233	6,847	22,365
Grand Wagoneer	300	0	585	5,559	8,127
Wagoneer	100	115	402	3,045	6,242
Total Jeep	**4,500**	**4,380**	**16,103**	**136,918**	**207,395**
Voyager	1,000	773	2,249	66,084	76,528
Town & Country	0	0	0	2,078	2,911
Total C-P Div.	**1,000**	**773**	**2,249**	**68,162**	**79,439**
CHRYSLER MOTORS	**10,400**	**11,926**	**40,592**	**418,435**	**522,514**
Aerostar	5,020	5,723	19,894	164,558	174,066
Bronco	981	1,004	3,663	39,966	57,211
Bronco II/Explorer	6,760	5,304	21,629	150,145	91,341
Navajo	1,678	508	2,237	6,178	0
Econoline	3,632	2,119	9,318	145,513	173,538
Mediums/Heavies	1,144	0	2,092	40,076	46,047
Light trucks	9,848	10,291	38,279	357,741	406,371
Ranger	5,636	6,347	22,860	218,388	241,973
Total Ford Div.	**34,699**	**31,296**	**119,972**	**1,122,565**	**1,188,547**
FORD MOTOR CO.	**34,699**	**31,296**	**119,972**	**1,122,565**	**1,188,547**
Astro	3,025	2,624	11,414	100,708	127,054
Blazer	0	395	1,422	13,603	21,907
Lumina APV	2,188	1,889	6,165	67,635	0
Mediums/Heavies	485	539	763	6,381	5,119
P-Model	0	0	1,520	17,306	23,656
Pickups	7,565	7,943	31,512	332,019	313,912
S-10	3,970	3,722	23,913	185,176	196,052
S-10 Blazer	1,385	1,459	5,497	58,600	142,853
Sportsvan/Van	1,230	1,392	5,261	47,278	75,126
Suburban	0	1,736	6,458	54,523	60,550
Total Chevrolet	**19,848**	**21,699**	**93,925**	**883,229**	**966,229**
Jimmy	0	90	364	4,137	6,925
Mediums/Heavies	541	493	134	6,009	9,133
P-Model	0	0	202	2,305	3,202
Pickups	2,035	2,117	12,743	118,693	95,393
S-15 Sonoma	765	1,018	4,121	41,036	48,568
S-15 Jimmy	495	415	1,646	19,660	40,937
Safari	1,016	1,139	3,722	35,488	34,159
Suburban	0	657	2,435	26,614	25,881
Vandura/Rally Vans	690	545	2,035	17,907	22,856
Total GMC	**5,542**	**6,474**	**27,402**	**271,849**	**287,054**
Olds Silhouette	360	240	809	24,993	0
Pontiac Trans Sport	1,028	908	3,035	36,639	0
GENERAL MOTORS	**26,778**	**29,321**	**125,171**	**1,216,710**	**1,253,283**
NAVISTAR	**1,580**	**1,566**	**5,715**	**56,737**	**62,591**
NISSAN	**2,404**	**2,919**	**9,684**	**109,300**	**93,188**
SUBARU-ISUZU	**1,314**	**1,249**	**3,746**	**25,365**	**0**
AM GENERAL	**450**	**450**	**1,800**	**17,190**	**17,640**
MISCELLANEOUS	**3,000**	**3,000**	**12,000**	**114,600**	**111,600**
TOTAL TRUCKS, U.S.	**80,625**	**81,727**	**318,680**	**3,080,902**	**3,249,363**

CANADIAN TRUCK

Caravan	2,133	1,797	7,159	95,848	111,865
Caravan C/V	90	0	0	5,700	8,467
Ram Wagon	320	311	877	17,036	20,344
Ram Van	1,600	1,625	4,505	47,129	55,642
Total Dodge	**4,143**	**3,733**	**12,541**	**165,713**	**196,318**
Voyager	1,673	1,681	6,223	77,270	96,792
Total Plymouth	**1,673**	**1,681**	**6,223**	**77,270**	**96,792**
Wrangler	1,200	0	3,932	44,535	62,273
Total Jeep	**1,200**	**0**	**3,932**	**44,535**	**62,273**
CHRYSLER MOTORS	**7,016**	**5,414**	**22,696**	**287,518**	**355,383**
FORD MTR. (lt. trks.)	**2,952**	**2,846**	**7,989**	**106,235**	**120,796**
Light trucks	3,445	3,665	14,926	116,715	123,713
Vans	0	1,405	5,159	33,581	45,550
Total Chevrolet	**3,445**	**5,070**	**20,085**	**150,296**	**169,263**
Light trucks	1,435	1,084	3,639	44,869	55,678
Vans	0	481	1,717	13,901	21,321
Total GMC	**1,435**	**1,565**	**5,356**	**58,770**	**76,999**
GENERAL MOTORS	**4,880**	**6,635**	**25,441**	**209,066**	**246,262**
CAMI*	**650**	**650**	**2,600**	**5,850**	**0**
NAVISTAR	**190**	**0**	**292**	**7,049**	**8,832**
TOTAL TRKS., CANADA	**15,688**	**15,545**	**59,018**	**615,718**	**731,273**
U.S., CANADA TRKS.	**96,313**	**97,272**	**377,698**	**3,696,620**	**3,980,636**

Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz *Estimated

Car output climbs 8%; trucks dip

By Anne E. Wright
AUTOMOTIVE NEWS CHIEF STATISTICIAN

U.S. auto production last week rose 8.79 percent above the previous week and climbed 11.67 percent above the year-ago week.

Year-to-date, 4,791,410 cars have been produced, 10.54 percent below the 1989 total.

Last week, U.S. truckmakers were scheduled to build 80,625 units, 1.35 percent below the previous week but 25.71 percent ahead of the year-ago week.

So far this year, 3,080,902 trucks have been produced, 5.18 behind 1989's output.

Ford scheduled two shifts of Saturday overtime at the Wayne, Mich., car and Louisville, Ky., truck plants. They produce Ford Escort, Explorer and Ranger and Mazda Navajo.

General Motors scheduled Friday overtime at Janesville, Wis. The facility produces Chevrolet Cavaliers.

GM's Oklahoma City plant will be idle this week because of high inventories and slow sales. The plant produces Pontiac 6000, Buick Century and Oldsmobile Cutlass Ciera.

The Willow Run, Mich., car assembly plant is scheduled to be idle two more weeks. It closed Sept. 24 because of sluggish sales and high stocks of Chevrolet full-sized rear-drive wagons.

Chrysler Corp. scheduled two overtime shifts last Saturday at the Newark, Del., car facility.

Cars, trucks gain in Canada

Canadian automakers produced 26,487 cars last week, 7.98 percent above the previous week and 60.13 percent above the year-ago week.

Year-to-date, 800,293 cars have been assembled, 7.80 percent above the year-ago total.

Truckmakers' targeted production last week was 15,688, which was 0.92 percent above the prior week and 10.94 percent below the same week last year.

So far this year, 615,718 trucks have been assembled, 15.80 percent below the 1989 total.

General Motors announced a delay in the shutdown date for the Scarborough, Ontario, plant. The plant was scheduled to be closed in August 1992. The new target date is spring 1993. The plant produces Chevrolet and GMC full-sized vans.

All Canadian production facilities will be closed today in observance of Thanksgiving.

INCENTIVES

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also announced a dealer incentive program for 1990 and 1991 Swift and Sidekick that runs through Dec. 3.

The 1990 Swift GT and its 1991 counterpart pay the dealer $700 and $500, respectively, for the first two units sold. Three or more units sold pay $500 additional per unit in any combination retroactive to the first sold.

Other 1990 Swift models pay $400 per unit for the first six sold and an additional $700 retroactive for seven or more sold. Sales of 11 or more units qualify for an additional $1,000 per unit retroactive to the first unit sold.

The sale of the first four 1990 and 1991 Suzuki Sidekicks earns $1,000 per unit, five to eight sales qualifies the dealer for an additional $500 per unit, non-retroactive, and sales of nine or more vehicles bring an additional $500 per unit retroactive.

American Isuzu Motors Inc. is offering dealer rebates of $1,500 on the 1990 Impulse and $1,700 on the 1990 pickup and Trooper. The program ends Dec. 31.

Subaru of America Inc. added the Legacy L sedan to the incentive list. Dealer rebates on Legacys are $1,500 to $2,500, and the program has been extended to Nov. 2. Subaru also increased the consumer rebate on the 1990 Loyale from $800-$1,200 to $800-$1,500.

Mazda Motor of America Inc. announced consumer incentives on 1990 vehicles of $750 on the 323-SE and Protege SE and LX models; $1,500 on 626; and $1,000 on MX-6.

The MPV has discounts of $886 and $1,246 on option packages.